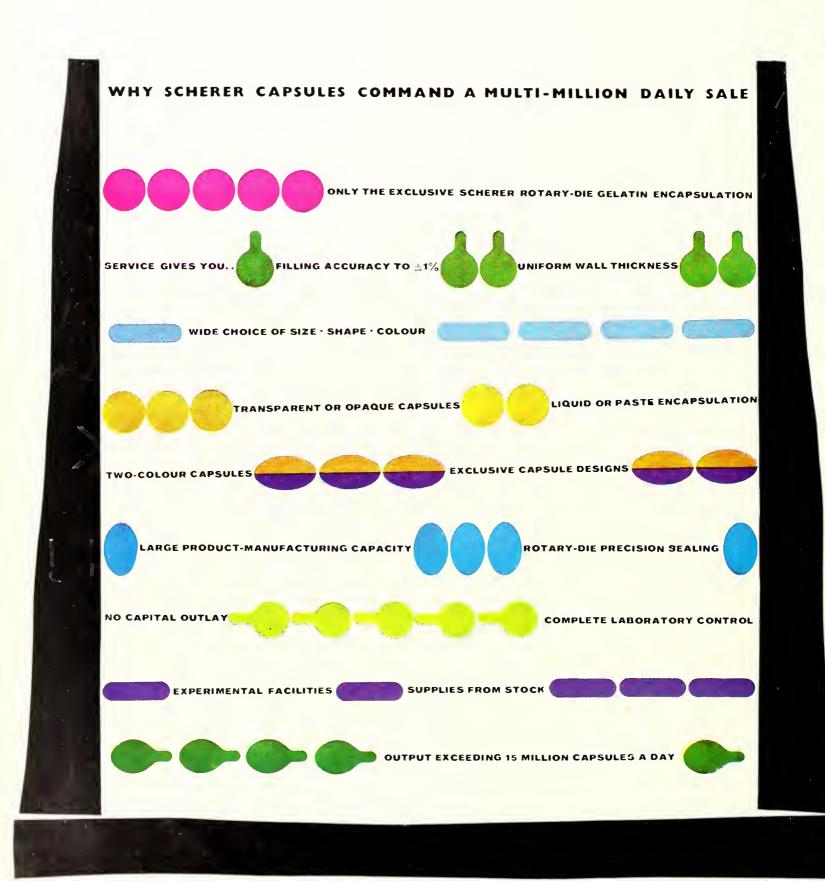
The CHEMISTAND DRUGGIST

For Retailer, Wholesaler and Manufacturer

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Drug Price Scheme

DETAILS OF THE AGREED MODIFICATIONS

INFORMATION has been given by the Association of British Pharmaceutical Industry of the agreement arrived at with the Minister of Health on December 15, 1960, about modifications to the Voluntary Price

Regulation Scheme.

The modified scheme, which will run until June 30, 1964, retains the same general framework as before, namely that, after an initial three-year period of freedom from control, the maximum price for each product is fixed by reference to export prices where exports are substantial; otherwise by reference to the price of an exact unbranded equivalent, where that exists; otherwise according to a constructed formula.

The main modifications now issued

are:--

Three-year Freedom Period: During the three years from the date on which a preparation is first made available on EC10 forms its price is not subject to the scheme. In future that proviso will not apply to a preparation of which all the active ingredients have been official (that is in the British Pharmacopæia or British Pharmacopæia or British Pharmaceutical Codex) for five years or more, except where it can be shown that appreciable research or development work has contributed to the evolution of the preparation.

EXPORT CRITERION: Where a manufacturer's total exports of products subject to the scheme amount to at least 25 per cent. of total production, a single preparation continues to qualify at 20 per cent. Otherwise the percentage of sales that must be exported before the export price criterion can be used for a particular product is increased from 20 to 25 per cent.

Constructed Formula: The for-

CONSTRUCTED FORMULA: The formula which fixes the maximum price for products that do not satisfy the export criterion, and for which there are no exact unbranded equivalents, is revised so as to result in lower maxima.

DIRECT NEGOTIATIONS: The Health Departments may call for direct negotiations in respect of any preparation that qualifies for the export criterion but is a preparation of a patented drug of which total sales to meet prescriptions on EC10 forms in respect of all brands and dosage forms together, amounted, during the last twelve months for which information is available, to not less than £500,000, calculated on the basis of manufacturers' prices to wholesalers.

As in the original scheme (which ran from June 17, 1957, to December 31,

1960), the industry has undertaken that prices shall not, save exceptionally, be increased where they are at present below the maxima indicated by the criteria of the agreement.

Health Education

COMMITTEE TO RECEIVE EVIDENCE

THE Joint Committee of the English and Scottish Health Services Councils on Health Education, of which Lord Cohen of Birkenhead is chairman, is now ready to receive written evidence. It should be submitted by May 31 to one of the joint secretaries: Mr. W. N. Judd, D.F.C., Ministry of Health, Savile Row, London, W.1, and Mr. A. W. Tait, Department of Health for Scotland, St. Andrew's House, Edinburgh, 1. The Committee's terms of reference are:—

"To consider whether, having regard to recent developments in medicine, there are any fresh fields where health education might be expected to be of benefit to the public; how far it is possible to assess the results of health education in the past; and in the light of these considerations what methods are likely to be most effective in future."

Promoting Exports

A CONFERENCE FOR NON-EXPORTERS

THE Exports Committee of the Association of British Chemical Manufacturers held the first of two export promotion conferences in London on February 10. The conference, which was opened by an address from Mr. F. J. Erroll (Minister of State, Board of Trade), and attended by about 160 delegates was intended to encourage small or non exporters to play their part in improving the performance of the industry. Papers which were read by members of the Association's Exports Committee showed that additional profits could be earned by exports, and advice was given in developing overseas markets. An agent of a member firm spoke of his experiences in selling United Kingdom chemicals in the Common Market—an area in which the future demand was likely to expand greatly and from which the United Kingdom might be excluded if Europe continued to be divided into two trading areas.



AWARD-WINNING ADVERTISEMENTS: Press advertisements for Benylin expectorant (Parke, Davis & Co., Ltd., Hounslow) and Mark Vardy men's toiletries (County Laboratories, Ltd., Brentford), which gained first places in their groups in the Layton Award competition for best-designed advertisements, 1960. (Judging is on an aesthetic, not a commercial basis.)



British Approved Names

THE following supplementary list of approved names has been issued by the British Pharmacopæia Commis-

Approved Name	OTHER NAMES
Benzilonium bromide	3-Benziloyloxy-1:1-diethyl- pyrrolidinium bromide
Cetoxime	(Portyn) N-Benzylanilinoacetamidoxime
	(Febramine is the hydro- chloride)
Cyclopentolate	2-Dimethylaminoethyl α-1- hydroxy <i>cyclo</i> pentyl-α-phenyl-
Epiœstriol	acetate (Mydrilate) Oestra-1:3:5(10)-triene-3:16\beta:
Dp. Wott. o.	17β-triol 16-epiOestriol (Actriol)
Erythromycin	Erythromycin propionyl ester
estolate Ethyl dibunate	lauryl sulphate (Ilosone) Ethyl 2:6-di-tert-butylnaph-
	thalenesulphonate
Ethyloestrenol	17α -Ethyloestr-4-en- 17β -ol
Fluphenazine	10-(3-[4-(2-Hydroxyethyl)-1- piperazinyl]propyl)-2-trifluoro
	methylphenothiazine (Modite
	is the dihydrochloride; Pro-
	lixin is the dihydrochloride)
Isobuzole	5-isoButyl-2-p-methoxybenzene-
	sulphonamido-1:3:4-thiadia-
	zole (Stabinol)
Methohexitone	α -(\pm)-5-Allyl-1-methyl-5-(1-
	methylpent-2-ynyl) barbituric acid (Brevital: Brietal)
Methoserpidine	10-Methoxydeserpidine
memoser prame	(Decaserpyl)
Oxyphenbuta-	4- <i>n</i> -Butyl-2- <i>p</i> -hydroxyphenyl-1-
zone	phenylpyrazolidine-3:5-dione
701	(Tanderil)
Phenampromide	N-(1-Methyl-2-piperidinoethyl) propionanilide
Prenylamine	N -(3:3-Diphenylpropyl)- α -
	methylphenethylamine
	(Segontin)
Prolintane	1-(α-n-Propylphenethyl)pyrroli-
	dine
Propiomazine	1-Phenyl-2-pyrrolidinopentane 10-(2-Dimethylaminopropyl)-2-
ropiomazine	propionylphenothiazine
	(Dorevane; Largon)
Sodium	Sodium 2:6-di-tertbutylnaph-
dibunate	thalenesulphonate (Becantyl)
Sulphaurea	p-Aminobenzenesulphonylurea
Tolpentamide	(Euvernil) N-cycloPentyl-N'-toluene-p-
rospentannue	sulphonylurea
	surphonyturea

Statutory Committee

THREE INQUIRIES RESUMED

THE Statutory Committee of the Pharmaceutical Society is meeting at 17 Bloomsbury Square, London, at 3 p.m. on March 1, to resume inquiries adjourned from February 1 concerning the conviction of a member for an offence under the Pharmaey and Poisons Aet, 1933; and of a member for offences under the Licensing Act, 1872; and an inquiry adjourned from March 2, 1960, concerning the conviction of a member for offenees under the Road Traffic Acts, 1930 and 1956. The inquiries are being opened in public and the hearings will also be in public unless the Committee directs otherwise.

Retail Sales

BOARD OF TRADE STATISTICS

RECENTLY issued Board of Trade figures show that sales of chemists' goods by independent retailers were 57 per eent. higher in December 1960 than in November and 11-1 per eent, higher than in December 1959. Multiple retailers' sales were 61.9 per cent, higher

in December 1960 than in November and 15.2 per cent, higher than in December 1959. Sales by Co-operative societies were 49.2 per cent. higher in December than in November and 10.9 per cent, higher than in December 1959. The figures do not allow for receipts under the National Health Service.

Medical Radiography

A TOURING EXHIBITION

"MEDICAL Radiography Today," an exhibition presented by Kodak, Ltd., London, W.C.2, is visiting a number of centres up and down the country. In addition to the places previously listed (see C. & D., January 7, p. 6) the exhibition is to be shown at:—
MANCHESTER, 2, Midland Hotel, Peter

Street: March 13.

CHELMSFORD, County Hotel, Rainsford Road: March 17.

CAMBRIDGE, University Arms Hotel, Regent Street: March 21.

BRISTOL, Grand Hotel, Broad Street: March 28.

Research on Television

A B.B.C. MEDICAL SERIES

A SECOND edition of the B.B.C. television series "Your Life in Their Hands" commences on February 22 commences on February 22 and is being televised weekly until Mareh 29.

IRISH NEWS

THE REPUBLIC

Hospital Pharmacists

INCREASED REMUNERATION?

Association of Hospital and Public Pharmacists is approaching the County Managers' Association, the Hospitals' Commission, and the Dublin Health Authority with a view to obtaining increased remuneration for its members. Speaking at a meeting in its members. Speaking at a meeting in Dublin on February 5 that was attended by members from all parts of the country, Mr. R. J. Power (chairman) said the Committee noted with regret the departure in recent years of members to other branches of the profession, and felt that, in order to maintain hospital and dispensary practice on a level that would ensure the continued service of qualified and experi-enced personnel, a suitable salary scale should be implemented that would be in keeping with the skill and responsibility demanded from pharma-eists. That was the only way to dissuade members from entering more lucrative outlets. The Association was anxious that members should avail themselves of post-graduate lectures so as to keep abreast of the latest developments and modern techniques. They were also eoncerned that the responsibility of pharmacists in regard to Dangerous Drugs and controlled prepara-tions should be given a legal basis, as was the case with retail pharmacists. He urged members to observe the highest standards of professional conduct and always to live up to the best traditions of the profession. The Association was interested in co-operating to seeure the most cconomical running of dispensaries. Mr. Power went on to say that the Association had been unanimous for a long time on trying to im-

prove the salary scale of members, but had been unable to present its claims to the appropriate authorities. The Association had decided, therefore, to approach the Minister for Industry and Commerce with a view to obtaining an exemption under the Trade Union Act. At first that had been refused, but the Association had appealed, and the Minister had since granted the exemption. The Association was now one of three bodies in the country that could negotiate conditions of salary and employ-ment on behalf of members, Mr. Power read letters from the three employer bodies concerned stating that they would be glad to discuss salary and condition elaims with the Association and inviting the Committee to meet them as soon as possible. The other two organisations enjoying the concession now conferred on the Association were the Nurses' Organisation and County Managers' Association. While the Hospitals' Commission was prepared to discuss the Association's claim, it did not necessarily follow that the hospitals would implement the recommendations. However, a precedent had been created by the formulation of salaries for nurses, radiographers and technicians. A memorandum would be presented to the three bodies concerned stating their objects. He explained that officially the Dangerous Drugs Act applied only to retail pharmacists, but that nevertheless the same responsibility rested with hospital and dispensary pharmacists, and the Association would seek to have that responsibility legally recognised in the negotiations. They would also aim at eodifying a uniform procedure for the most efficient eontrol of drugs, and improving liaison between medical, pharmaceutical and nursing staffs. They additionally in-tended to provide a comprehensive documentary index of all dosages for the use of medical staff.

Fire at a Factory

PHARMACEUTICAL PREMISES GUTTED

DAMAGE estimated at about £28,000 was eaused by a fire that gutted the premises of Irish Pharmaceuticals, Ltd.. Mount Brown. Kilmainham, Dublin, on February 2. Five sections of the fire brigade fought for hours a fire that was any of the worst in the fire that was one of the worst in the city for a number of years. At its height a series of loud explosions rocked the area. The premises were occupied by Irish Pharmaceuticals, Ltd., Revlon, Ltd., Innoxa, Ltd., and Helena Rubenstein, Ltd. The eheminals that consider the considerations were cals that caused the explosions were to have been used for the manufacture of pharmaceuticals and cosmetics. The outbreak was discovered by a laboratory worker. Over fifty people were employed in the factory, but all had been ordered out when the fire was discovered. At the annual dinner of the Wholesalc Drug Federation of Ireland in Dublin on February 8, Mr. R. J. Kidney (secretary), expressed the sympathy of the Association with Messrs. Samuel McCauley and Hugh Palmer of Irish Pharmaceuticals, Ltd., on the lose they had sugarined. on the loss they had sustained. He said they hoped the directors would be able to overcome its effects and get back into their stride with the least possible delay.

IRISH BREVITIES

THE REPUBLIC

THIEVES broke into the pharmacy of Mr. M. J. Ryan, 162 Pearse Street, Dublin, in the early hours of February 6 and burgled the premises for the second time in two years.

MR. J. P. O'Donnell (a member of the Council of the Pharmaceutical Society of Ireland) has been appointed by the Minister for Agriculture to the new Animal Remedies' Consultative Committee.

THE first of the Irish Pharmaceutical Students' Association's series of informal "Dreary Druggist" dances is to be held in the Metropole ballroom, Dublin, on March 8, Admission: 6s. Student tickets are available from the Secretary, Irish Pharmaceutical Students' Association.

PROFESSOR W. R. Kelly (professor of veterinary medicine, pharmacology and food hygiene at the Veterinary College, Dublin), is giving a lecture entitled "Some parasites of veterinary significance in Ireland" at the College of Pharmacy, Dublin, at 7.45 p.m. on March 7, under the auspices of the Irish Pharmaceutical Students' Association.

NEWS IN BRIEF

LABORATORY assistants at Boots Pure Drug Co., Ltd., Nottingham, are claiming an increase in salary through the Association of Scientific Workers.

A GRANT of £60,000 from the Wellcome Trust will provide a suite of research rooms for the Department of Genetics at Glasgow University.

AUTHORITY to supply or possess Dangerous Drugs under the Dangerous Drugs Act, 1951, has been withdrawn from Henry Joseph Caron, The Surgery, Tyntyla Road, Llwynypia, Tonypandy, Rhondda, Glam.

PLANS for a £1¼ million building programme at the Royal College of Science and Technology. Glasgow, have been approved by the city corporation. Provision has been made for a seven-story chemical technology block.

FREEZE-DRIED vaccine against contagious abortion and a vaccine against Johne's disease (paratuberculosis) that will not give a positive tuberculin reaction were two promising developments described at the recent conference of the British Cattle Breeders' Club.

THE National Health Service (Charges for Drugs and Appliances) Regulations, 1961 (S.I., 1961, No. 182), have been issued so that the recent proposal by the Minister of Health for a charge of 2s. per item (excluding hosiery) on N.H.S. prescriptions may be applied from March 1.

South Africa changed from a sterling to a decimal coinage system on February 14 after nearly sixteen years of investigation and preparation. The basic unit, the rand, is equal to 100 cents, and the International Monetary Fund has set its par value at ten shillings sterling, or exactly half the present South African pound.

TOPICAL REFLECTIONS

By Xrayser

Spots before the eyes

The memorandum of evidence to be submitted by the British Medical Association to the Committee on Broadcasting (p. 24) indicates that medical opinion in this country is disturbed by the kind of advertising brought to the firesides of the many families who take their commercial television in the form of a continuous performance. The Association, indeed, goes so far as to say that the advertising of drugs on television should be prohibited. That the effect of such advertising "spots" is great is known to the pharmacist, who finds public demand for proprietary medicines varying in accordance with the frequency of the spots. Much advertising still goes on in the Press, but there is a significant difference. In reading a newspaper, the individual may choose to ignore the columns devoted to telling him about "trigger spots," spots before the eyes, and spots on what should be an unblemished skin. That the Sunday newspapers generally devote space to a larger number of such appeals is understandable, for there is always the hope that the leisured reader, sated with football gossip and the revelations of retired servants of Royalty, not to mention minor upsets in human relationships, may, like the sea captain of W. W. Jacobs, be reduced to reading the advertisements. With television, it costs too much effort to avoid the message. The B.M.A. statement goes on to say that the impact made by television advertisements is great, and the effect must be to give a new, significant and undesirable stimulus to selfmedication. The anxiety of the Association on the question of self-medication must have been aroused to a still greater extent by the Government's decision to increase National Health Service charges.

Teenagers

I find much to interest me in your editorial comment on teenagers and their spending (p. 109). Incidentally, the definition of "teenager" recognised by Dr. Mark Abrams as covering those young people who have reached the age of fifteen, but are not yet twenty-five years of age and are unmarried, is one that should not be disclosed to the Chancellor of the Exchequer. Making every allowance for the sprightly veterans of our modern age, it would be a blow if the Chancellor applied the same yardstick to pensions. If "teenage" stretches to twenty-five, old age does not come until seventy-one. The group whose habits have formed the subject of Dr. Abrams' study are a receptive target in that field of television advertising to which we have referred for advice in the matter of toilet accessories. The things that are done to woman's crowning glory at the behest of a persuasive voice from outer space, supported by equally persuasive literature in weekly and monthly magazines, have to be seen to be believed. In the cosmetic field alone the care and selection shown by the teenager make the work of the ancient Egyptian look crude and amateurish. Nevertheless, modern pharmacy being what it is, it would be imprudent not to attempt to secure some part of the spending done by the young lady whose rôle it is to bring the musical comedy atmosphere into everyday life. And one must not, of course, forget the young man, whose collection of toilet preparations would have turned the Regency set green with envy.

In Parliament

January 26: Mr. M. Lipton asked Mr. R. A. Butler if he would find time to deal with the motion on the Order Paper dealing with free drugs for private patients. Mr. Butler replied (C. & D., Feb. 4, p. 102) that they had a certain amount of consideration of this matter and no doubt would have to consider it again. February 1: Mr. Enoch Powell, Minister of Health, announced (p. 126) increased charges for National Health Service prescriptions and increased contributions. February 6: Mr. Powell replied (p. 126). to a question from Mr. J. A. Briggs Davidson asking that certain matters be taken into account when considering the desirability and cost of allowing private patients to receive medicines and drugs on the same terms as National Health Service patients. No comment!

TELEVISED DISCUSSION ON DRUG COSTS

Does purchase overseas endanger N.H.S.?

THE British Broadcasting Corporation television programme "Panorama" television programme brought to the screen on February 13 a hospital pharmacist who purchases from overseas sources some drugs made in Britain; the vice-chairman of the Association of British Pharmaceutical Industry; and the representative of the British subsidiary of an American drug manufacturer. The following is a slightly shortened version of the discussion that ensued.

RICHARD DIMBLEBY: In the turbulent debate in the House of Commons last week on the Government decision to raise National Health charges, one point of fact was hotly disputed. The Opposition claimed the drug manufacturers were making excessive profits and demanded that prices should come down before the prescription charges went up. Last year the Ministry of Health had to pay £100 millions for drugs. About £67 millions of that went to the drug manufacturers, and £33 millions to the chemists' shops. There are 300 drug manufacturers in the country. Sixteen are American sub-sidiaries, and it is said that those sixteen American firms have about half the total market. Bearing those facts in mind, here is Ludovic Kennedy.

LUDOVIC KENNEDY: Here to discuss why the prices of drugs are so high and if they need be so high, are three people whose business it is liter-ally to "traffic in drugs." They are Mr. Elmer Brown (managing director of a U.S. firm operating in this country); Mr. E. A. Cross (chairman of the pharmaceutical advisory committee, South-west Regional Hospital Board) and Dr. E. Wheeler (vice-president, Association of British Pharmaceutical Industry). Industry). Mr. Cross, I understand that you buy many drugs abroad, be-

cause you get them there much cheaper. Is that so?

CROSS: Yes, I think any person buying drugs in quantity must draw from sources outside this country. Our own pharmaceutical industry is not able to produce all the basic materials necessary. The Committee I represent is purchasing on behalf of about 200 hospitals in the region. The quantities of drugs they require are substantial. We are able to do what the manufacturers are doing and obtain our supplies from abroad at lower rates than

in this country.

Kennedy: Are those drugs just as

good as the ones you get here?
CROSS: Every bit. All drugs used in medicine have to comply with the requirements of the British Pharmacopæia and other standard books. Recently the American government has been placing contracts in Europe for such things as antibiotics, and saving considerable sums. For the drugs to be acceptable they have, of course, to be passed by their Food and Drugs Organisation.

KENNEDY: If these drugs are as good as you say they are, why doesn't the Ministry of Health buy them by bulk contract?

Cross: That's a question for the Ministry.

KENNEDY: Why aren't other hospi-

tal boards doing the same as you're doing?

CROSS: Other hospital boards are, I think, beginning to organise joint con-tracting schemes. The South-west tracting schemes. The South-west Metropolitan Region was perhaps a little sooner off the mark than some

KENNEDY: Have you made a great

saving?

Cross: We have indeed, if you call 10 per cent. a great saving. Our present annual turnover is of the order of for the order of the order of the order of the million. Since we started joint contracting in about 1954, our turnover has been in excess of £1½ millions and our saving something like £150,000.

KENNEDY: Why can't these drugs be produced as cheaply here?

Cross: I think they probably could

CROSS: I think they probably could, but the drug industry in this country does seem to include quite a lot of money tied up with research. Some of it is original research; some of probably not. It is product improvement, reformulation and that sort of thing. One feels thing. One feels a great deal of money is being spent on advertising—and those things have to be paid for by someone.

KENNEDY: Now, Dr. Wheeler, as a man who makes drugs, what have you to say to Mr. Cross's suggestion that

these drugs could be produced more cheaply here than they are?

WHEELER: Could I take the question the other way round? I believe it possible, in certain cases, to have those drugs more cheaply on the buy those drugs more cheaply on the Continent than in the United Kingdom, particularly if they are the original inventions that have been made in this country. I think Mr. Cross is perhaps not giving enough thought and attention to the fact that the research leading to the discovery, development and clinical evaluation arc costly. That cost has to be recovered, over a period of years, in the price charged for the

KENNEDY: Isn't it true that you and your fellow manufacturers spend, or rather waste, a great deal of money on

advertising?

WHEELER: No. That is an illusion. Could I make it clear that we are not talking about advertising on television or in the public Press, because any product so advertised is not prescribable under the National Health Service. We are talking about the information sent out by the drug manufacturers to doctors.

Kennedy: I am told that doctors are

inundated with stuff they can't possibly cope with. I've heard it said of one doctor that he got over 1 cwt. of literature and put the lot straight into the

wastepaper basket.

WHEELER: You have to harmonise two things. The rate of progress in the pharmaceutical industry, and of new medical discoveries, is such that it is important we should inform doctors about them. At the same time the doctor tends to resent the amount of literature put through his letterbox. But my own company recently sent out information about a new drug to all the doctors in the country and asked them, if they wanted more information or a sample, to reply. We received over 30 per cent. of replies. Surely, then, you cannot generalise that the medical profession is being bombarded with information it really doesn't want.

KENNEDY: Let me turn to profits, and to you, Mr. Brown. The profits of American companies in this country are said to be as high as 70 per cent., the British only 20 per cent. On any ground, by any standard, isn't that far

too high?

Brown: First may I say that the figure you quote was taken from one year. Strictly from an economic standpoint one cannot pinpoint one year and say "this is the target." Any statistical survey should go by a trend. The figure of 70 per cent., in my opinion, is illusory for it is not comparing applies with applies but with paring apples with apples but with oranges. It must be adjusted to take into account the services, inventions, research, development and clinical trials of the parent companies. Mind you, these are British companies that we are speaking of here, even though they have American parents.

KENNEDY: Let me take you a bit nearer home. The Kefauver Committee, which has been investigating drugs the United States, has found, think, evidence of widespread profiteer-

BROWN: I think the profiteering herring was introduced fairly early in the game and subsequent testimony showed that it had been started without the real facts. Mr. Kefauver and his staff were starting with the cost of raw material and assuming it should be the basis on which the end price should be set. That is not the case. One has to add the cost of transforming that material, adding services and ancillary processes needed in transforming it into the finished product, putting it on the chemist's shelves, and presenting it to the medical profession and, ultimately, to serving the consuming public.

KENNEDY: Mr. Cross, have the

answers satisfied you?

CROSS: Indeed they haven't. Undoubtedly a manufacturer has to do a considerable amount of research to produce new products. A lot of it, on a number of these products we've been hearing about, was done in America and surely has been paid for. price of some of them has not changed in ten years. Surely we are going on paying for that research over a long time.

KENNEDY: Mr. Brown, can you answer that?

Brown: I believe that those who are doing research have to recapture, in part, the expenditures for past research and on the basis of products that have been winners. In America, according to a report submitted to the Kefauver Committee, out of 2,830 products investigated only one survived as a successful medical product. That is a high rate of attrition and one that obviously would discourage all but an enterprise able to profit in time by at least succeeding with the one.

WHEELER: Mr. Cross, could I just come in and make one point? The pharmaceutical industry in this country today is spending £6 $\frac{1}{4}$ millions on research. Three or four years ago the figure was only £3 to 4 millions. The cost of research is rising continuously year by year. If everybody were to follow your example and buy in the cheapest possible market, do you really think that that would be in the best interests of the N.H.S.?

CROSS: What would be interesting, from the point of view of the costs of drugs, would be to know how much is spent on advertising, distribution of drugs and that sort of thing. I would

guess it isn't less than £6½ millions. WHEELER: So far as my own company is concerned, we spend actually

1½ per cent. of our total turnover on advertising to doctors.

Kennedy: All that it remains for me to say is . . . that the cost of drugs in the National Health Scheme as a whole has not altered greatly during the past ten years.

Brown: Less than 10 per cent.

IN PARLIAMENT

By a Member of the Press Gallery, House of Commons

MR. CHRISTOPHER MAYHEW asked the Postmaster-General on February 8 what consultations he had had with the Independent Television Authority with a view to banning drug advertisements on Independent Television. Mr. J. R. BEVINS (Postmaster-General) replied "None." MR. MAYHEW then asked if the Minister was aware that the British Medical Association had confirmed the suspicions of many viewers by stating that a number of medical advertisements on Independent Television were bogusly misleading. MR. BEVINS stated that he was aware of the advice which the British Medical Association had put to the Pilkington Committee, and it was a matter for that committee to consider. He pointed out that the Indepen-Television Authority was governed by the advice of its advertising advisory committee, which included representatives not only of the British Medical Association but of the British Dental Association, the Pharmaceutical Society and the Ministry of Health.
The Independent Television Authority had repeatedly made it clear to the members of that Committee that, if they felt the standards of advertising were being infringed, they should say so to the I.T.A.

National Health Service Debates

When he opened the Vote of Censure debate on the Government's National Health Service policy on February 8, MR. GEORGE BROWN stated that he had received many letters from pharmacists, as well as from doctors and patients, condemning the proposed increase in Health Service charges. Regarding the costs of the Service he believed the total figure spent on the Service was by itself no guide. It had to be looked at as a proportion of the national income. When looked at in that way the Government were spending less on the Health Services than was spent in 1950, when the percentage was 4.5, compared with the present figure of 4.2. As a percentage of total Exchequer expenditure it was 10.6 in 1950 and 10.4 according to the Civil Estimates of this year. It had increased to 11.7 in the corrected estimates due to the special payments to doctors and dentists. He recalled the Hinchliffe Committee, the Lancet, "Economists who made an investigation " and " even the mcn who helped to invent the original prescription charges scheme "found nal prescription charges scheme that the charges did not prevent waste. He stated that the previous Minister of Health, when pressed about the Hinchliffe report, suggested that if the scheme proved successful in controlling expenditure on drugs, the Government would consider whether the savings

justified the abolition of the prescription charge at the end of the two-year period. He did not consider that the fact that more expensive drugs were being prescribed was in itself a bad thing. He reminded the House that there were seventy-five times as many work days lost because of medical incapacity as were lost by industrial conflict. He thought that the state of the pharmaceutical industry was something "at which we ought to look." There was fearful waste in sales promotion and sales pressure, and he had received letters criticising the free gifts which poured "through the doors of doctors from pharmaceutical firms, the cost of which was enormous." He also had evidence of dubious sales methods, and suggested the Minister might have a look at the maintenance of prices and ring arrangements in the industry. He asked why the Minister did not investigate the reason for the maintenance of the higher proportion of sales of pro-prietary drugs against a generic alternative when a generic alternative existed. He had examples of enormous differences in price, "four, five, eight and nine times the difference," between "the proprietary article and the "the proprietary article and the other." He continued, "The Minister might also look at the absolutely indefensible rise in profits in this industry. I have seen examples of the rising profits of various firms of anything from 80 to 400 per cent, over the last eight years. American subsidiary firms have been making profits of more than 100 per cent. per year on the total capital involved. All kinds of bodies and public servants, including the Comptroller and Auditor-General and the Public Accounts Committee, and I do not know who else, have reported on this matter." He wanted an inquiry into the industry and also a pledge about the question of drugs for private patients outside the National Health Service. The doubling of the prescription charges provided a positive deterrent to those seeking treatment. It would encourage them to try self-medication. The intention was to get them to go to the chemist and buy something themselves rather than go to the doctor for a prescription. "It helps all those chaps on television who night after night are coming forward with their specious advertisements for the very things the Minister says are causing waste. It is a penalty on those who are chronically sick." He wanted to know if the Minister had received any letters from diabetic or rheumatic patients. A member of his family with rheumatic a skin disease needed three or four prescriptions every time she went to the doctor. She would pay ten shillings

every other week under the new scheme.

MR. ENOCH POWELL (Minister of Health) stated that in recent years capital outlay upon the hospitals had been rising rapidly from under £10 millions a year, five years ago, to £25 millions in the current year and to £31 millions and £36 millions in the coming financial years. The modernisation of the hospital service would not and could not stand alone. He thought that the local authority elements of the National Health Service were unduly overlooked. Current expenditure of those authorities amounted to another £100 millions.

The number of doctors in the general practitioner service had increased by 5 per cent. and since 1952 the population in areas which were under-doctored had fallen from twenty-one to nine millions. During the past five years there had been a 10 per cent, increase in the number of dentists working in the general dental service, and the treatments given had increased by 20 per cent.

The cost of the National Health Service to the Exchequer had increased by 6½ per cent. in 1960, and by 8½ per cent. this year and, but for the Government's proposals, it would increase next year by 11 per cent. Even after the proposed changes were made the net cost of the Service to the Exchequer would have increased over three years by about 20 per cent, Regarding the prescription charge Mr. Powell emphasised that this was not an alternative to other measures directed at limiting the cost of the pharmaceutical services. The new voluntary price regulation scheme had been the means of very effective negotiation with the pharmaceutical industry. Negotiations were being pursued, and a number of other measures would be taken in the coming months to promote economical prescribing.

MR. H. WILSON interrupted and asked if the Minister of Health would insist on getting full costings from firms that were taking so much of the tax-payers' money. Would he also insist that they limit their advertising expenditure and open up their patents to the Crown. MR. POWELL replied that the negotiations to which he had referred would involve discussions on, and disclosure of, costs; and the Government would not overlook any genuine possibility of securing a true economic price for the drugs supplied through the pharmaceutical services. Later the Minister stated that where prescriptions were regularly required by the chronic sick, doctors were not only able, but were advised, to prescribe two or three months' requirements, so that the proposed increase in costs was negligible. A diabetic patient's prescription which had to be renewed every four to six weeks resulted in a net increase on the average over the year of eightpence a week.

MR. G. A. PARGITER said there were many items on prescriptions which would not cost two shillings and many that would only cost about that figure. He asked what was the doctor to do? Should he put them on prescription if they cost less than two shillings and say nothing to the patient, who would thus be getting something of a lesser

value than he had paid for? Or would the doctor say, "All right, I only wanted to prescribe a certain amount, but if I prescribe double the amount that will justify the payment"? Alternatively, would the chemist have to say "I am sorry about this, you had better buy this item over the counter and it will cost you less"?

MR. J. DICKSON MABON interrupted and said that it was wrong that a chemist should have to answer patients' questions such as "Which medicine shall I take, this one or that one?" MR. PARGITER, "What is the chemist to do? If he cannot take the item off the prescription, is he to say to the patient, 'If you buy this over the counter it will cost you one shilling. If I dispense it, it will cost you two shillings it, it will cost you two shillings it. lings'? Is he to leave the item on the prescription and make a note that this item has not been prescribed? One can imagine the amount of administrative work involved in matters of this kind. It could be quite fantastic." Much had been said about the cost of drugs, and they had heard about the import of continental drugs, which might or might not be of the standard of those produced here. "One thing which may be said for English drugs is that the standard is generally high. . . . It may be higher than that of some of the continental drugs which are brought in as alternatives...

MISS M. HERBISON, referring to Mr. Powell as the "Minister of the Treasury of Health," said one of the reasons he had given for the increases was the increase in the drug bill, which had risen from 5s. $1\frac{1}{2}$ d. to 7s. 4d. That represented an average increase on each item of 43 per cent. since 1956. She continued, "He not only wants to cover... but wants to make a profit for the Treasury. . . . He is dead scared of doing anything against those who are making huge profits out of the pharmaceutical industry ... not a word from this Minister of Health about what he would do about the matter." Miss JENNIE LEE stated it was intolerable when a patient insisted upon having a form of medicine which the doctor knew was two, three, four or five times more expensive than was needed, simply because it was a widely advertised proprietary brand. Doctors were badgered by the commercial advertisers, but it was the badgering by the patient that was much more difficult to resist. She added, "Today we have been given illustration after illustration of the cruel commercialism leading to inflated profits in the drug trade." MR. J. DANCE said he knew of an American who stayed at the Dorchester. "He cannot have been broke to have stayed there. He was going back to America on the Queen Mary the following day. He cannot have been hard up to have done that. He suffered from asthma. He wanted a drug—I think it was called antihistamine. He went to a chemist and asked for two or three tablets. The chemist said, "I am sorry but this is on prescription in this country, although I know that you can get it without a prescription in America." The American asked what he should do and was told by the chemist, "The only thing I can do is to give you the address of a doctor who will give you the prescrip-

tion." The American went to the doctor and then returned to the chemist twenty minutes later with a prescription for 100 tablets, yet he needed only two or three, or perhaps four. The cost of that prescription was forty-two shillings." Mr. Dance said he also knew of a case where a woman who had a thorn in her finger received treatment in an out-patient department, was told to keep her finger clean and wrapped up, and given a prescription for twelve one-inch bandages. He then recounted the case of a man for whom a doctor prescribed 100 tablets of Terramycin. The chemist thought the large quantity was unnecessary. "Some days later the patient went back to the chemist and said that as he was feeling rotten he had given up taking the tablets. He asked whether the chemist could recommend a good tonic, and on the chemist's recommendation he bought one. Later he went back to the doctor who said, 'You are looking very well now. You had better have another 100 Terramycin tablets.' He received in all 200 tablets. Only two days ago I checked the cost of those tablets and

found that it was 174s. 2d. per 100."

MR. A. HOLT suggested that there were two alternative schemes which were worth considering. The first, that drugs should be free to low-income groups to a greater extent, and that for the remainder there should not be a flat charge of two shillings but a percentage charge which would ensure that a person paying two, three, four, five or six shillings for a drug would see that the prescription was not made out for a larger quantity than he required. He did not recommend a minimum limit, but suggested there could be a maximum of ten shillings. The other alternative was that the vast majority of pre-scriptions could be made from the British National Formulary and such prescriptions should be free. There might be a comparatively small number drugs a doctor might want to use that would not be included in the Formulary, but special provision could be made for them. There should be a full charge for proprietary brands if patients decided that they would sooner charge have some branded product instead. "One could give an example of this by quoting the case of aspirin. standard soluble aspirin which I think is called acetylsalicylic acid costs 8s. 1d. for 500 tablets whereas "Solprin," which is frequently prescribed, costs 12s. 6d. for 500 tablets, that is 50 per cent, more than the standard aspirin, and I am assured that it does no one any more good." He suggested that the scheme would "cope with all the kind of nonsense with which the doctors are inundated every day," and quoted as an example a long-playing gramophone record "all about diabetes." were the doctors recipients of glamorous and interesting literature but they also received invitations to lunch or to see film extracts.

MISS J. VICKERS said she would like to simplify the scheme whereby people on National Assistance, and old-age pensioners, could obtain the money for prescriptions. She suggested that a special form should be given to doctors, who would enter only the name and number of the patient who was in re-

ceipt of National Assistance. The patient would then take the form direct to the chemist, get the medicine, leaving it to the chemist to make the claim.

MR. K. ROBINSON prophesied that the drug bill would continue to rise and the two-shilling charge would provide a far more lucrative revenue for the drug manufacturers, and asked why the Minister did not turn his attention with equal ruthlessness to drug prices, especially those of the American manufacturers "which the Public Accounts Committee knows, which the Press knows, and which everybody knows, to be grossly inflated?"

The motion was rejected. The debate on the ways and means resolution providing for the increases in the National Health Services followed immediately.

During a later stage in the debate, MR. A. WOODBURN said the idea of economising on the National Health Service was rather curious. "Every time we shift prescriptions from the free to the paying side their cost rises. The reason is that it leads to waste. Everyone knows that doctors will not compel poor patients to pay these huge prescription charges but will prescribe far more than is necessary in order that those patients do not have to return, and pay once again." He agreed that excessive prescribing played a part

excessive prescribing played a part.

DR. B. STROSS said he was advised by the "head pharmacist" of one of the greatest teaching hospitals in the country, which was not far from the Houses of Parliament, that by purchasing abroad only one drug, tetracycline, he saved his hospital £1,000 a year. The South-west Metropolitan Hospital Board had, by bulk buying, saved 10 per cent. He thought such collective purchases should be encouraged. Later Dr. Stross said the same chief pharmacist told him that on February 7 he picked up at random a batch of sixty-eight prescriptions and divided them into two groups. In one group he put all those that he felt were once-andfor-all prescriptions; prescriptions for those people who would not come again. Into the other group he put the prescriptions for patients who required frequent treatment. Thirty-two patients came within the second group, and an analysis showed that five patients required five items each visit; three required four items each visit; three required three items; six required two items and the remaining fifteen one item each visit. He added, "My informant, who is one of the great pharmacists in the country and a teacher of pharmacy at the University, is indignant about this charge. He wants the Minister to know, and we are telling him now, that we are not talking about frivolous people." The situation with regard to the dispensing of drugs in the great hospitals was very different from what found in general practice. nearly every hospital the pharmacist received a prescription from the consultant, but he was not bound by that He could substitute prescription. alternative. The chemist was compelled to prescribe exactly according to the trade mark or brand on Form EC10. A mother may go, at night, to her doctor, who prescribes penicillin for her baby, which has pneumonia. She goes with that prescription to the chem-

ist, who has four of the brands but not the fifth, which is the one on the prescription. He is not allowed to give the mother any penicillin. If it is too late at night to do anything he must try to get it in the morning, and she must go to him again then, before which time the baby's condition will worsen without this live-saving antibiotic. What nonsense this is." The Minister had to find some means of providing cover for the chemist, so that he would not be sued by the owner of the trade mark mentioned on the prescription if he gave another brand.

Later the debate was punctuated by members raising points of order, and finally MR. DEPUTY SPEAKER suspended the sitting, "grave disorder having the sitting, "grave arisen in the House."

During the second reading of the N.H.S. Bill, referring to the new dental and optical charges on February 9, SIR HUGH LINSTEAD said he had not been able to take part in the debate on the previous day as he "was not able to catch the eye of the Chair."

He believed the new financial measures proposed by the Minister would give the Health Service a new "break" which it had been waiting for for many years. His assessment of the situation was that about 80 per cent, of the population would be able to take the new charges in their stride. About 10 per cent. would have them paid for through the National Assistance Board machinery. There was a group not entitled to refunds that would have to look at both sides of a half-a-crown rather carefully before parting with it. Sir Hugh said he had substantial doubts, which he hoped to express next week, about the effects of the prescription charges but he had no regrets about any other part of the proposals.

In a similar debate in the House of Lords, LORD FERRIER said that, while the Health Service was the pharmaceutical industry's biggest customer, only one-third of its products were absorbed that way. The other two-thirds went over the counter or were sold for export. It was injudicious to attack an industry that provided such an export

LORD TAYLOR said that although the pharmaceutical industry was highly competitive it was not highly efficient. The "genuine manufacturers have done much good work and produced many excellent things but they still waste an immense amount of public money on competitive research and on competitive advertising." Among other things LORD TAYLOR criticised a new things LORD TAYLOR criticised a new drug (which he did not name) the basic N.H.S. price for which was 15s, for forty-eight tablets, and added "... at least £1 million of N.H.S. money will be wasted on the product, in the absence of any evidence that it does any good at all, before it goes out of fashion."

In a written reply to a question from MR. J. A. LEAVEY, the Minister of Health on February 14, stated that the total cost of drugs supplied on prescription through the N.H.S. was £88.9 millions (from which the average of 7s. 4d. per item had been calculated). An annual saving of £12½ millions would be attained if each item was reduced by one shilling.

COMPANY NEWS

Last year's figures in parentheses

P. LEINER & SONS, LTD. — Sir Miles Thomas has been appointed a director of the company.

QUICKFIT AND QUARTZ, LTD. and QV.F., LTD.—Mr. Joseph McKell has joined the board of both com-

MONSANTO CHEMICALS, LTD. —Group net profit for 1960 was £1,700,342 (£1,693,266) and dividend, 15 per cent. (unchanged). Trading profit was £4,835,359 (£4,525,026). Parents' net sales were £20,761,862 (£18,427,505).

FARBWERKE HOECHST, A.G., Germany.—Turnover in 1960 rose to D.M. 2,680 millions (from D.M. 2,222 millions). The total included exports of D.M. 886 millions (D.M. 720 millions) or 33.1 per cent. of the total (32.4 per cent.). The increase was achieved despite a fall of 1.8 per cent. in prices during the year.

MILES LABORATORIES, LTD.— Mr. Anthony P. Podesta has been appointed to the main board of directors. As chief executive officer with the title of director, Common Market opera-tions, he will head the company's operations in the advertised and operations in the advertised and "ethical" products fields in the area of Europe included in the Common Market.

ROUSSEL LABORATORIES, LTD. Mr. G. C. Davidson, M.A., LL.B., W.S. (formerly company secretary) has been appointed assistant managing director and Mr. K. H. R. Collard, B.A., M.P.S. (previously sales manager), sales director. Other appointments announced are: Mr. G. E. Powderham, A.C.A. (chief accountant) derham, A.C.A. (chief accountant), company secretary and Mr. R. H. Schlesinger, M.A., export sales mana-

JOHN KNOX (STOKE - ON - TRENT), LTD. — The report by the chairman (Mr. C. H. Coxon, M.P.S.), accompanying the accounts for the year ended April 30, 1960, states that while their intensified service produced a considerable increase in the number of considerable increase in the number of orders, the average value of the orders was smaller. That, coupled with higher handling costs, had resulted in lower net profits (see C. & D., January 28, p. 82). Sales during the current year, of which nine months have passed, show an increase of 13 per cent.

BUSINESS CHANGES

PHARMETHICALS (LONDON), LTD., are removing, on February 27, to Victoria Way, Burgess Hill, Sussex (telephone: Rurgess Hill, 2227) (telephone: Burgess Hill 2737).

BOOTS, LTD., have opened a new branch at 27 Town Square, Basildon New Town, Essex. The premises, which have over 4,500 sq. ft. of sales area, all on the ground floor, includes a room in which amateur photographers will be able to see a run-through of cine films or colour slides when processed.

SAVILLE PERFUMERY, LTD., are transferring their office and administrative staff to 16 Sackville Street, London, W.1 (telephone: Regent 4344) on February 19, to which address all communications should be then directed. The company's factory is being transferred to 24 Britwell Road, Burnham, Bucks, on March 1.

THE research department of Shell International Petroleum Co., Ltd., has opened a new laboratory, the Tunopened a new laboratory, the Tunstall Laboratory, nr. Sittingbourne, Kent, with Dr. C. G. Hunter (formerly professor of physiological hygiene, school of hygiene, and associate professor, Banting and Best department of medical research, University of Toronto) as director. The Laboratory will be concerned with the possible effects on man and other vertebrates of contact with products developed by the Royal Dutch/Shell group of companies. The laboratory has four divisions: pathology and pharmacology; physiology; chemistry; and biochemistry.

DEATHS

ALEXANDER. — On January 28, Mr. John Alexander, M.P.S., 4 Baliol Street, Glasgow, C.3, aged seventy-six.

ARMSTRONG.—On February Mr. Charles Josslyn Armstrong, M.P.S., 9 De La Warr Road, East Grinstead, Sussex, aged seventy-seven.

FRANCIS.—After a long illness, on February 6, Mr. Martyn Francis, 9 Albert Street, North Finchley, N.12, aged twenty-nine. Mr. Francis represented Gala of London, Ltd., Surbiton, Surrey, in Middlesex and the western area of London.

GRAY.—On February 1, Mr. Alexander Gray, M.P.S., 61 Mile End Avenue, Aberdeen. Mr. Gray qualified in 1905.

JOHN.—On February 2, Mr. John nkin John, M.P.S., 1 Beauchamp Jenkin John, M.P.S., 1 Beauchamp Place, Twickenham, Middlesex, and late of Kensington. Mr. John qualified in 1906.

LLOYD.—On February 5, Mr. Arthur Stewart Lloyd, M.P.S., Kinggarth, Vicarage Road, Penycraig, Tonypandy Rhondda. Mr. Lloyd qualified in 1921.

PARRY.—On January 26, Mr. William Henry Parry, M.P.S., Preswylfa, Garth Road, Bangor. Mr. Parry qualified in 1900 after an apprenticeship with Mr. Thomas Jones, Oswestry.

ROUSE.—Recently, Mr. Herbert John Rouse, Taplow, Bucks, aged eighty. Mr. Rouse who joined Aspro-Nicholas, Ltd., in the 'twenties as a London representative, later became head of the company's publicity department. He retired twelve years ago.

SHAW.—On January 24, Mr. Mark naw, M.P.S., 143 Woodborough Shaw, M.P.S., 143 Woodborough Road, Nottingham, aged seventy-three.

SPENCELEY.—On January 28, Mr. Christopher Thomas Spenceley, M.P.S., 13 Common Garden Street, Lancaster. Mr. Spenceley qualified in 1926.

STOCKS.—On January 13, Mr. Wilfrid Stocks, M.P.S., High Street, Billinghay, Lincoln, aged seventy-

TRICE.—On January 26, Mr. Fred Trice, M.P.S., 78 Hearnville Road, Balham, London, S.W.12. Mr. Trice qualified in 1928.

NORTHERN IRELAND HEALTH BOARD

Two chemists "fined"

A CHEMIST who was alleged to have refused to comply with a request to weigh a bottle and contents in accordance with the National Health Service Drug Testing Scheme was reported to the Northern Ireland General Health Services Board at its January meeting in Belfast. The Board's agent said the test prescription called for conspersus zinci oxid. c. acid. salicylic., B.P.C., 4 oz. After disclosing that it was a test prescription, he had asked the pharmacist to weigh the bottle and contents. The chemist, he alleged, replied that he could not do so. When the agent explained that the total weight of the container and contents had to be marked in grains on the label of the container, the chemist told him he did not trust his scales, In a later ex-planation to the Board the chemist said he had never had a test prescription before and had no idea of the procedure. He was a little confused because he thought the agent was going to weigh the powder and container and then the empty container, a procedure that would have been no more accurate than weighing the powder itself. The Committee's report recorded that the chemist had said that, at the time of the test, jar and powder together weighed well over 8 oz. His dispensing scales were shown "to weigh accurately up to 2 oz.," and he did not think that they were intended to weigh accurately above that amount. Although curately above that amount. Although he had other scales to weigh 4, 8, 10 oz., etc., he did not think they could weigh accurately to gr. 1. Asked why he did not weigh the jar and its contents when the agent asked him to, the chemist said he could have done so half-anhour later, but at the time did not grasp the significance of the procedure. The Committee drew the inference from the facts that the chemist was in breach of his terms of service, and recommended that £2 2s, should be recovered from him.

The Pharmaceutical Services Committee also presented a report of its investigations of a complaint arising from a test prescription for cellulose tissue, which the chemist had dispensed in a sealed packet as purchased from the suppliers. The suppliers who warranted the tissue had sent a doctor to assist the chemist in presenting his case. The doctor said, of the presence of 0.6 per cent. foreign matter shown in the report by the Board's analyst, that he felt the analyst had "misdirected" himself, owing to some obscurity in the wording in the British Pharmaceutical Codex. The doctor further said that, as a member of the B.P.C. surgical dressings subcommittee responsible for drawing up standards and specifications of surgical dressings. he saw the problem as one of preventing manufacturers from adding foreign matter to surgical dressings, and the phrase "no added foreign matter" phrase "no added foreign matter" meant "no additional foreign matter to that already present." It was never the intention of the subcommittee that the finding of any foreign matter in the dressing should be taken as evidence of fault. The next edition of the B.P.C. would clarify the position. The

pharmaceutical officer expressed surprise that the point had not previously arisen. The test was the first in which such a high percentage of foreign matter had been found. The doctor replied that he knew of one case in which 0.7 per cent, of foreign matter was present in cotton wool. The doctor said the tissue complied with the British Pharmaceutical Codex when made in February, and the chemist re-ceived it in March. He could not explain why the change in absorbency took place but did not dispute that the change had taken place. The Committee found that the chemist was in breach of his terms and recommended that £10 10s, be recovered from him.

The drug pricing committee reported that the British Oxygen Co., Ltd., had suggested that some chemists outside Belfast might become district stockists, carrying supplies which would become available to other chemists in the area. After discussion, the committee agreed to refer the matter to the Local Pharmaceutical Committee. In another report from the drug pricing committee, the assistant secretary suggested that, as the pricing bureau was now up to date with prescription prices, it should not now be necessary to send out the present acknowledgement postcards in respect of bundles of prescriptions. In future, in the event of prescriptions not being received by the closing date, the chemist would be informed, and his attention drawn to the date on which prescriptions should be received for payment.

SCOTTISH DEPARTMENT EXECUTIVE

Reply-paid envelopes for voting papers

IT was reported to the Executive of the Scottish Department of the Pharmaceutical Society at its meeting in Edinburgh on January 25 that, after the passing of a resolution put forward by the North of Scotland Branch at the Branch Representatives' meeting in London in May 1960 the Council of the Society had agreed to use businessreply envelopes for the return of the voting papers at this year's Council election. The decision to use them in future years would depend on the result of the experiment. It was agreed that the Executive should carry out a similar experiment for the Executive election for 1961.

At the beginning of the meeting MR. ANDREW OFFICER (chairman) welcomed Mr. Adam Roxburgh (chief pharmacist, Royal Infirmary, Glasgow), who had been co-opted to the Executive at the previous meeting. He hoped that Mr. Roxburgh would find the work interesting and was sure he would contribute much to the discussions.

A report on the Entrance, Intermediate and Pharmaceutical Chemist examinations held in December 1960-

January 1961 was received.
THE RESIDENT SECRETARY briefly explained the purpose of the Common-wcalth Technical Training Week suggested by the Duke of Edinburgh. Edinburgh corporation, he said, was organising in the Waverley Market from May 25 to June 3, an exhibition entitled "Target for Youth," and the Society had been invited to take a stand there. The space available was limited, and it was expected that it would allow for only an information bureau, with one or two posters and photographs, at which inquiries could be dealt with and literature distributed. After some discussion it was agreed that the Society should take part and that the arrangements should be left in the hands of the resident secretary, who should seek co-operation from the Edinburgh Branch. The RESIDENT SECRETARY also said that he had accepted an invitation to take part in a careers convention in Dundee during the same week and that he had also had an inquiry from Banff County Council for display material.

It was reported that, from the date

of the previous meeting until the end of

the year eight male and eleven fcmale students resident in Scotland had been registered as "students" of the Society, making a total for 1960 of

twenty-one male and twenty female.

THE CHAIRMAN reported briefly on
the inaugural meeting of the Fife the inaugural meeting of the Branch held in Kirkcaldy on November 23. He said that it was an enthusiastic and well attended meeting.

The minutes of the meeting of the

Scottish History of Pharmacy Committee meeting on November 28, 1960, were received. After some discussion it was agreed in principle that the reconstruction of a traditional pharmacy would be a desirable project, and that the History of Pharmacy Committee should be asked to supply more detailed proposals for the next meeting of Executive and if possible give some indication of the initial cost.

It was reported that Dr. McCall and Mr. Macfarlane wished to resign from the Committee, and it was agreed that Messrs. A. W. Keith and W. S. Tait should be appointed in their place. It was confirmed that the Committee had powers to co-opt additional members.

The nomination of Mr. J. B. Grosset to the Scottish Health Services Council was reported accepted. Mr. Grosset had been reappointed for a period of four years. The new appointments to the Pharmaceutical Advisory Committee had not yet been appointed. tee had not yet been announced.

SOAP AND BLADES

Consumer test reports

TWENTY-NINE brands of toilet soap tested by the Consumer's Association, Ltd., recently, including two brands containing synthetic detergents, seven brands that claimed to have some medical or deodorant effect, a baby soap, and the most expensive the Association could find (11s. 8d. per toilet-size cake) were reported on in the February edition of the Association's journal Which?. The baby soap (by Johnson & Johnson (Great Britain)) was found to be a good-quality toilet soap but without any pronounced differences, except in perfume, from the other soaps tested. There was no gencral reason for prejudice against soaps containing synthetic detergents. Their low alkalinity might make them more

suitable for use by people whose skin was delieate. In that class Dove and Lyril soaps did not form scum when used for normal washing of hands in hard water. As soap itself was a germicide there was little point in buying a germicidal soap for everyday use. The Association also considered it to be unlikely that the small amounts of superfatting agents present in seven of the soaps tested would have any positive beneficial effects on the skin. It was unlikely that betterquality soap would wash cleaner or be kinder to skin. As joint "best buys," Bourjois buttermilk and Boots Cologne soaps were selected.

Razor Blades

The Association's report on twelve

brands of double-edge slotted razor blades was stated to be based largely on the results of 203 individual user tests. The user was asked to record the number of satisfactory shaves from each of the twelve blades and give his comments on the comfort of each. The results had been tabulated under the headings of "soft" beards (a quarter of the users), "medium" beards (half the users), "tough" beards (a quarter), and "all users." Supplementary rusting tests had been carried out in the laboratory. All brands were found to keep reasonably free from rust when dried immediately after use but only stainless-steel blades (Ever-Ready and Wilkinson) gave a good resistance to rust when left undried. The Association's assessments took into account

economy and comfort. Costs ranged from 0.15d. to 0.8d. per shave. "Double-Life" blades were found to be "outstandingly cheap" in terms of cost per shave, however tough the beard. The next cheapest cost twice as much per shave, all other brands at least three times as much. The Wilkinson blade gave the largest number of shaves—an average of nearly ten for all users. Comfort was considered in terms of "first shave" and "subsequent shaves." The Woolworth blade, Double Life, costing 1s. 9d. for twenty-five was recommended as "best buy." Two other blades were recommended: respectively Blue Gillette and Wilkinson Sword Edge for those prepared to pay more for "outstandingly comfortable first and subsequent shaves."

LOCAL PUBLICITY FOR PHARMACY

Private and multiple chemists in joint effort in West Herts



A SUCCESSFUL enterprise in cooperation between all the pharmacies in an area, including the branches of the multiples, was organised in West Herts recently, when for a fortnight a high percentage of local pharmacy windows were dressed to arouse the interest of customers in pharmacy in its various aspects. The area of the West Herts Branch of the Pharmaceutical Society takes in industrial and residential Watford, historic St. Albans and the post-war "new town" of Hemel Hempstead, but also many rural communities. A correspondent writes that the displays fell mainly into two categories—those that relied on material supplied by pharmaceutical manufacturers, and those others, mainly on professional themes, that were designed by the pharmacist himself—with, the correspondent writes, dignity and attractiveness. Recruitment being in part the purpose of the campaign, many windows included copies of the booklet "A Career in Pharmacy." The organisers of the scheme have been encouraged by the response.





Top left: The window display put in by Kinloch & Anderson, Ltd., Hemel Hempstead, Herts. In keeping with the contemporary design of the pharmacy itself, the display is an "architectural" construction designed highlighting the decrease in tuberculosis from the use of streptomycin, para-aminosalicylic acid and isoniazid.

Above: Shields & Warren, Ltd., St. Albans, focused attention on the apparatus of dispensing. Below: Left and right of a window display at the Abbots Langley branch of Boots, Ltd., in which the emphasis is on drugs in manufacture, in the home, and in dispensed medicines.



PERSONALITIES

COUNCILLOR T. J. VERNON PARRY, M.P.S., Stockport, has been appointed chairman of the Liberal party in the town.

MR. JOHN RICHARDS, B.Pharm., who is a lecturer in pharmaceutics in



the School of Pharmacy at S u n d e r-land Technical College, has been awarded the London external degree of Ph.D. Dr. Richards attended the School of Pharmacy, Leicester College of Technology, 1953nology, when he 56. obtained an ex-

ternal B.Pharm. Honours degree of the University of London. After completing a year of post-graduate practical training in the pharmacy department of the General Hospital, Leicester, he returned to the college to undertake research work under Dr. S. Walker in the school of chemistry. The topic of his research was "Dipole Moment Studies of Inter- and Inter-molecular Studies of Inter- and Intra-molecular Hydrogen Bonding."

BERNARD A. PORTER, M.P.S., 76 New Dover Road, Canterbury, Kent, has been elected ehairman of Canterbury chamber of trade. Mr. Porter, who has been vice-chairman for the past year, qualified in 1930 and worked for Boots, Ltd., in London until 1948, when he took over his own business in St. Peter's Street, Canter-bury. Now he has another shop in St. George's Street.

MR. R. F. WHITE, B.Pharm., who was a Wellcome Pharmaceutical Research Fellow in 1959 and 1960, has been awarded his Doctorate of Philosophy, University of London. The title of his thesis was "A Study of the Rheological Properties of Emulsions Stabilised with Hydrophilic Colloids.' Dr. White revised for THE CHEMIST AND DRUGGIST in 1959 the text of "Pharmaceutical Emulsions" for its third edition.

MR. A. C. McDOUGALL, B.Sc. M.P.S., who retired in October 1960 from the position of chief pharmacist at the Wellcome Chemical Works, Dartford, received gifts from col-leagues, recently, which included a portable transistor radio and an electric heater. The presentations, which had been delayed because of Mr. McDougall's ill health, were made to him at his home by Mr. F. G. Rundall, general works manager. Mr. McDougall qualified from the Royal Technical College, Glasgow, and Technical College, Glasgow, and joined the Wellcome Foundation, Ltd., in January 1924. After a short period in the experimental laboratory of the Wellcome Chemical Works he was appointed head of the pharmaceutical development laboratory. He became widely recognised as an expert, par-ticularly in the field of injection solutions, and at a later date he was made a member of the sterile materials subcommittee of the British Pharmacopæia Commission.

MR. E. J. WILLIS, M.P.S., who is president of the Australian Association

of Ethical Pharmaceutical Industry and general manager of Chemical Holdings Pty., Ltd., and its three subsidiaries, has his resigned position with the company. He is to take up the appointment of manager of a new company to be formed shortly in Aus-



tralia by Farbenfabriken Bayer, A.G. Leverkusen, West Germany, which will probably trade under the name of FBA Pharmaceuticals (Aust.) Pty., Ltd. Prior to commencement of operations in Australia, Mr. Willis will spend some months at German headquarters for preliminary discussions, and in transit will visit the German company's United Kingdom subsidiary, FBA Pharmaceu-

ticals, Ltd.

MR. W. E. PHILLIPSON, M.P.S., was the central figure at a gathering



in the nurses' home at Crumpsall Hospital, Manchester, on January at which colleagues from all departments (medical, nursing, administrative and ancillary) met to bid him farewell as Group Chief Pharmacist the North Manchester Hospital

Management Committee. Mr. Phillipson had served hospital pharmacy for forty years, thirty-eight of them at Crumpsall. Many speeches were made at his farewell. Gifts presented to him and Mrs. Phillipson on behalf of the various hospital departments included an album containing messages from, and the signatures (collected by his deputy Mrs. E. Stubbs) of over 400 colleagues, former apprentices, assistants, friends, etc., from as far afield as Persia, Africa, Denmark, Canada, New Zealand and the U.S.A. Alderman Farrington presented him with an illuminated address; Mr. Haxton, for the consultants, with a de-luxe Teasmaid; Mr. Coppin (hospital administrator) on behalf of the hospital staff, with a wrist watch; Mr. Robinson (North Manchester Group secretary) for the Group administration, a four-year membership of the National Trust and a stainless steel spade; and Mr. Ellis (secretary, Springfield Group), a pair of binoculars. Mr. Phillipson thanked them all, and himself presented a small gift each to two of his staff: Miss Bayley, who was in the department when he took over; and Mrs. Stubbs, who had been with him for thirty-seven years.

BRANCH EVENTS

BOLTON

Health Charges Criticised

CRITICISM of the [then] proposed increase in National Health Service charges was voiced at the annual dinner and dance of Bolton Pharmaceutical Association on February 8 by Mr. H. STEINMAN (a past-president of the Pharmaceutical Society). Mr. Steinman described the extra one shilling on prescriptions as a direct attack on chemists' remun-ration." The chemist, he said, had eration." still to act as unpaid tax collector to the Minister of Health. It was time the Health Service ceased to be a plaything of politics, was taken out of the political arena completely, and was run by a representative board like that which controlled the B.B.C. Referring to the cost of drugs, Mr. Steinman said it was a startling fact that 80-90 per cent. of drugs in the hands of dectors today. drugs in the hands of doctors today had not been known in 1935. Behind those drugs were costly years of re-search. The work now being carried out would benefit unborn generations, but the cost must be borne now. Councillor J. Rigby (president) said the proposed increase in charges would be a direct tax on persons who were ill, and he considered it a retrograde step. There was no doubt the drug bill had risen and some criticism had been levelled at the manufacturers regarding the prices of some of the new "ethical" proprietaries, but it was not "ethical" proprietaries, but it was not generally realised how much money had to be expended in research to obtain those drugs.

PHOTOGRAPHIC NOTES

Change of Pack. — Kodak, Ltd., Kingsway, London, W.C.2, are now issuing Kodak D76 developer powder to make 600 mils (21 fl. oz.) of working solution; the 20 fl. oz. pack is discontinued.

35-mm. Camera with Plastic Body.— Photopia, Ltd., Balls Yard, Neweastle, Staffs, are distributing the R52 Regulette miniature camera with plastic body. The camera retains the f/2.8 Cassar lens of the Regulette, and the film guide plate and lens-tube assembly are again of metal construction.

Colour Processing Dish. — A black polystyrene dish with light-trap lid is available from Johnsons of Hendon, Ltd., Hendon Way, London, N.W.4. It has been introduced for use in the early stages of colour print making (when the processing must be carried out in the dark) to enable the photographer to carry on with other work.

Combined Developer and Fixer. — Single-stage processing of black-and-white films is made possible with the Unibath "cc1" combined developer and fixer, manufactured by Johnsons of Hendon, Ltd., Hendon Way, London, N.W.4, under licence from the Cormae U.S.A. (see C. & D., October 1, 1960, p. 404). Unibath is available in bottles of 250 and 500 mils. The solution is diluted with an equal quantity of water before use. The makers state that strict control of time and temperature is unnecessary.

NEW PRODUCTS

Prochlorperazine in Syrup. — Pharmaceutical Specialities (May & Baker), Ltd., Dagenham, announce the introduction of an additional presentation of Stemetil brand prochlorperazine: Stemetil syrup, containing 5 mgm. of prochlorperazine methanesulphonate in each fl. dr. The pack is a bottle containing 4 fl. oz.

Fluphenazine Presentations. — E. R. Squibb & Sons, Ltd., Edwards Lane, Speke, Liverpool, 24, announce the introduction of two new presentations of Moditen (fluphenazine dihydrochloride), which is currently available as 1-mgm. tablets. The new presentations, designed for pædiatric and geriatric use, are Moditen elixir, 0.5 mgm. per mil, in bottle of 60 mils with unbreakable plastic dropper calibrated to deliver 0.5, 1.0, 1.5 and 2 mils; and Moditen 0.25-mgm. tablets in bottle of twenty-five.

First Waterproof Wig. — With the Pompadour, a new wig-style swim cap in the range offered by Kleinert Rubber Co., 91 New Bond Street, London, W.1, the first-ever "wig" swim-cap—it looks like a head of real hair, yet keeps its shape and curl even when wet—has become available.

Available as Sachet.—George Spencer & Son, Ltd., Kynance Place, Gloucester Road, London, S.W.7, announce that "Beautiful Hair Breck" shampoo is now available as a sachet in counter-display unit of 6 doz. (3 doz. for oily hair; 1½ doz. for dry hair; and ½ doz. for normal hair). The sachet is made of a triple laminate of acetate foil and pliofilm and is printed in four colours, the main body colour being gold.

Battery-operated Shaver.—A battery-operated Philishave electric shaver, self-contained and with a mirror built in the lid of the case, is announced by Philips Electrical, Ltd., Century House, Shaftesbury Avenue, London, W.C.2.



The shaver operates at the same high speed as the mains model and is claimed to give the same fast, close and comfortable shave. For carrying, the shaver is completely enclosed in a compact, two-tone polystyrene case measuring approximately $5\frac{1}{2} \times 5\frac{1}{2} \times 1\frac{1}{4}$ in. The two $1\frac{1}{2}$ -volt batteries (providing a month of daily shaving) are housed within the hinge of the case. The flex is long enough to allow freedom of movement while shaving, yet immediately and automatically returns to its invisible storage position inside the case at the press of a button.

HORTICULTURAL AND VETERINARY

Trace Elements for Plants.—Roland C. Heath, Ltd., 33 Winchester Road, London, N.W.3, offer in Foliat a product formulated from trace elements and other chemicals to promote plant health and root and foliage growth. The pack is a 2-oz. bottle.

Dry Fertilisers. — Liquinure pcat meal in multi-wall paper sack and in polythene bag is a new product of Liquinure Sales, Ltd., 19 Duke Street, London, W.1, joining the company's other dry fertiliser product Liquinure bone meal, which is issued in two sizes of heat-sealed polythene bag.

A Disinfectant for Poultry Farmers.—After tests at the Houghton Poultry Research Station, on which the Animal Health Trust reported that the product had been "shown to be effective . . . for disinfecting surfaces contaminated with bacteria associated with poultry diseases . . . Destruction of S. aureus was complete and destruction of S. pullorum and E. coli was 99 per cent.", a new disinfectant speciality Vibacticide is being marketed by Vibac Laboratories, Ltd., 90 High



NEW-LOOK LABELS: Liquinure tomato special with its new-look labels in four colours. Also in the Liquinure range are Liquinure general and Liquinure flower special. Makers are Liquinure Sales, Ltd., 19 Duke Street, London, W.1.



"DISPENSER" DISPLAYPIECES: Following the success of including a special display "dispenser" in their product, Baby Bio, Pan Britannica Industries, Ltd., Britannica Works, Waltham Abbey, Essex, are doing the same for other products in their garden range. The first is a new display "dispenser" for the 2-oz. bottle of malathion greenfly killer, brushwood killer and Panant. The standard pack of those products (containing twelve bottles) will contain one of the units already erected and ready for use.

Street, Bovingdon, Herts. Vibacticide was formulated to give a wide range of kill against viruses, moulds and bacteria, without irritation or toxicity to humans or animals, to be non-corrosive and free of strong odour, and to be economical and simple to use. Vibacticide is intended to be used in a spray gun or spraying machine, and spraying with it is also recommended for hygiene in piggeries and dairies. The product is issued in quart tin and 5-gall. drum.



Pack Change and New Product. — Fisons Horticulture, Ltd., are marketing two new sizes of Kil insecticide, the 6-oz. aerosol container (left in illustration) shown contrasted with the smaller container (at same price) it replaces. A new Fisons product is Fairway selective weedkiller for lawns. The packs are a 16-oz. aerosol and 4-oz. and 8-oz. bottles, 1-qt. and 1-gall. cans. The "killer" chemical in the formulation is the activator D₂X spreading agent. There is also a "marker" foam show-



TRADE NOTES

Strength of a Tablet. — Conovid brand norethynodrel and ethinyloestradiol 3-methyl ether is issued by G. D. Searle & Co., Ltd., High Wycombe, Bucks, as 5-mgm. tablets and not in the strength previously stated in these columns.

Spring Show.—James Woolley, Sons & Co., Ltd., Victoria Bridge, Manchester, 3, are holding a three-day Spring exhibition of photographic goods and sundries at St. George's Hotel, Llandudno, on February 28, March 1 and 2.

Larger Sizes.—Eli Lilly & Co., Ltd., Basingstoke, Hants, announce the introduction of larger sized packs of tablets Ilotycin and of Pulvules Ilosone as follows: Ilotycin tablets, 100-mgm. and 250-mgm. and Ilosone pulvules, 125-mgm. and 250-mgm., each in containers of 5,000.

Changes of Packs.—FBA Pharmaceuticals, Ltd., 37 Bedford Row, London, W.C.1, announce that, from March 1, the current packing and strength of Trasylol ampoules is being withdrawn and replaced by boxes of five and twenty-five 5-mil ampoules (5,000 kallikrein inactivator units). Stocks of the old strength of Trasylol may be returned for full credit.

Mail Destroyed by Arson. — The head office of John & E. Sturge, Ltd., Wheeleys Road, Birmingham, was broken into on February 5, and a number of small fires started deliberately. The damage included the destruction of a large part of the mail received the previous day. The company ask home market customers to send duplicate copies of correspondence and orders which might have arrived on the Saturday, February 4, and which have not yet been acknowledged.

"Mink Week."—During the week February 27 to March 4, a team of Nivea girls in towns and villages will be stopping customers in the street asking to see an unused tin of Nivea from their handbags or shopping baskets. 800 customers who show a tin and answer one question are each being given a mink tie. Some of the women unable to show a new tin of Nivea are being given a "sixpence off" voucher. There are also, for retailers, £5 vouchers if the Nivea girl spots a good "mink week" display.

A Hunger Suppressant.—West Pharmaceutical Co., Ltd., 9 Palmeira Mansions, Church Road, Hove, Sussex, market a preparation Filon tablets each containing 30 mgm. of phenmetrazine theoclate and 20 mgm. of phenbutrazate hydrochloride, formulated for the purpose of reducing weight in adiposity and for controlling the appetite, without weight reduction, in persons on restricted diets. The two components of the tablets are claimed to act synergistically and centrally in suppressing the sensation of hunger, but antagonistically and peripherally in their effect on the heart and circulation. For that reason the tablets do not, it is contended, stimulate cardiac activity or increase blood pressure in normal or hypertensive patients. pack in which the product is issued is a bottle of 100 tablets.

Bonus Offers

GEIGY PHARMACEUTICAL Co., LTD., Wythenshawe, Manchester, 23. Desogen lozenges. Ninety invoiced as seventy-two; fifty-four as forty-eight; and twenty-eight as twenty-four, in three special bonus parcels.

LILIA-WHITE (SALES), LTD., Bessemer

Road, Welwyn Garden City, Herts. Golden Babe disposable napkins. 5s.

extra per case (2 gross).

L. Rose & Co., Ltd., St. Albans, Herts. Kia-Ora and Suncrush. Twelve bottles of Kia-Ora orange free with order for immediate delivery of 6 doz. Suncrush orange, lemon, grape-fruit or lemon barley. Until April 29.

ARE CHEMISTS LOSING TRADE?

A survey shows how opportunities are being missed

"ARE you missing opportunities of earning extra profit each day?" If that question were put to every retail chemist, what would his answer be? The findings of a pilot survey, carried out by County Laboratories, Ltd., some months ago on pharmacies throughout the country is that chemists are losing sales in a dozen different ways. Object of the survey was to find out more about the average chemist's attitude to his business and about the shopping habits of his customers. Reviewed here are some of the findings, which throw light on how some retailers are losing valuable trade without realising it.

Some chemists were found to be acting on the belief that well-advertised proprietary brands should be kept almost out of sight on the ground that "there is no need to push them... they sell themselves." The survey warns that many sales are lost in this way—particularly by those who devote too much of their permanent display space to unknown products.

Advertising Pays . . .

The majority of chemists agree, however, that popular brands backed by intensive advertising should occupy the most favourable display positions. Their main reasons are given here.

To begin with, television and Press advertising is acknowledged as a powerful asset in keeping goods moving quickly over the counter. Special displays of products linking up with advertising campaigns—which the housewife sees every day—enable the customers in the shop always to see the products "as advertised," and in that way to strengthen the retailer's reputation for being able to provide the goods she wants. Top-selling lines also give the housewife confidence to buy because of their "dependable" quality. To the retailer himself, nothing is more harmful to goodwill than a notoriety for pushing slow-moving lines.

What is the most effective position for a display aid inside the shop? On the serving counter—the focal point of the shop, reports the survey. observation shows that most customers walk straight up to it; those waiting to be served stand near it. For that reason most chemists agree that the open counter display of fast-selling goods, as adopted by most multiples, not only caters for impulse purchasing but also encourages self-selection, thus saving the retailer time and effort. It follows that displays in other parts of the shop must have an exceptionally strong eyecatching appeal to attract the customer's attention.

During the survey it was found that most chemists pay close attention to the importance of displaying related items on their counters, in order to encourage impulse purchasing and to provide maximum scope for follow-up salesmanship. It was found, however, that some retailers appear to neglect that method of securing additional sales. Examples of groupings that provide a profitable source of business were: home perm kits with shampoos; tooth-pastes with tooth-brushes; wave sets with hair-grips; shaving sticks with shaving lotions and razor blades; hair creams with combs.

Ordering Sufficient Stock

From a large cross-section of chemists comes the advice not to run out of stock of certain top-selling lines before the sales representative calls to take a replenishment order. All too often retailers underestimate their requirements, and in ordering stop-gap supplies from the manufacturer or wholesaler they have to forego the benefit of placing best-terms orders. The result is loss of sales and profit.

General opinion among chemists was

General opinion among chemists was that a holding of two to three months' stocks offers advantages. Owing, however, to the variable factors of competition between brands; to variations in manufacturers' advertising or promotion; or to a sudden inexplicable swing to a particular product, it is seldom possible to estimate stock level requirements with accuracy by using only the current rate of sale as a guide. All told, the disadvantages resulting from understocking are far greater than the risks of overstocking established lines.

The survey revealed that only a small percentage of customers consult the chemist on toilet preparations. That applied particularly to hair-care preparations. Why so few? No reflection on the chemist! The reason was that most customers are "pre-sold" before they even enter the shop—largely from the impact of television and Press advertising. The survey showed, for example, that, in a sample covering nearly 1,000 recorded purchases, 94 per cent. represented requests for specific

Surprisingly, chemists who ask customers whether they prefer a large or small-sized pack were in a minority. While most customers favour specific brands, many—one out of every three—seem to have no defined ideas about sizes and prices. The majority of chemists seem to assume that customers always want the smallest, cheapest size. A minority, with advantage to themselves, take a more positive line. The survey quotes the view of one chemist: If a customer fails to specify any size or price, it is surely not unreasonable to draw her attention to the economy achieved in buying a large-sized pack. That can be done without any need for aggressive sales pressure; it is simply a question of making a suggestion helpful to the customer.



For Retailer, Wholesaler and Manufacturer
ESTABLISHED 1859

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TELEGRAMS: "CHEMICUS ESTRAND. LONDON"
TELEPHONE CENTRAL 6565

Politics No Good for Health

THE acrimonious Parliamentary debates that followed the announcement of the proposed changes in the National Health Service were expected and indeed inevitable, though the disputed closure of the debate on the Opposition's vote of censure on the Government and its unprecedented constitutional outcome (a vote on a motion of censure on the Deputy Speaker) were not.

Features of the debate were the silence of the Member for Putney (Sir Hugh N. Linstead) who is one of the Pharmaceutical Society's secretaries (he apparently failed to catch the Speaker's eye), and the correspondingly more welcome support given to pharmacists by the members for Greenock (Dr. J. D. Mabon) and Southall (Mr. G. A. Pargiter). Dr. Mabon said he had been told that chemists did not wish to be responsible for having to determine which particular item a patient should take in preference to another, and added: "What a deplorable idea it is that chemists should be in a position to make such a decision."

Mr. Pargiter referred to the plight of the pharmacist when confronted with a patient unable to pay for all the items on a prescription. Had the pharmacist to say to the patient, asked Mr. Pargiter: "If you buy this over the counter it will cost you one shilling. If I supply it on prescription it will cost you two shillings." Was the dispenser to leave the item on the prescription undispensed and make a note that it had not been supplied? "One can imagine the amount of administrative work involved in matters of this kind. It could be quite fantastic." It could indeed-fantastic in amount: fantastic, too, in the sense of being irrational and ridiculous. The commonsense voices of Messrs. Mabon and Pargiter only serve to emphasise how sorely needed are Parliamentary voices capable of expertly presenting the problems and points of view of the pharmacist in retail and hospital practice and of the pharmaceutical industry.

The Pharmaceutical Society's journal reveals that the Council sent to the Minister of Health a letter reiterating criticisms raised when the prescription charges were first introduced (that the charges would discriminate against patients requiring more than one form of medicine, would encourage self-medication, create difficulties for the pharmacist, and affect the relations existing between pharmacists and the public). The late circulation of that letter (it has not, even yet, reached the Editor of this paper) both accounts for the absence of mention of it in the daily Press at the time the doctors' and nurses' views were given publicity, and suggests

that it was issued reluctantly and without strong conviction. It is our belief that chemists throughout the country hold strongly the view that their professional voice in N.H.S. matters should be proclaimed promptly, confidently and widely.

Politics and health were again intermingled when, on February 13, the British Broadcasting Corporation, in its television programme "Panorama," dealt with one aspect of drug costs (p. 148). Mr. Ludovic Kennedy acted as chairman in a discussion between Mr. E. A. Cross (chief pharmacist at St. Helier Hospital, Surrey), Mr. E. Brown (representing American pharmaceutical manufacturers in Britain) and Dr. E. Wheeler (vice-president of the Association of British Pharmaceutical Industry). The idea, apparently, was to give viewers some factual information on the drug costs of the National Health Service. Unfortunately, the programme ran for only four minutes, and the problem demands more than such scant notice in a documentary type of programme if a true and valid picture is to be presented. Matters raised were dealt with so superficially and hurriedly that only the personal impact of the speakers could have had any effect on the viewers. Alert listeners may recall that Mr. Cross claimed he was able to purchase abroad for his hospital expensive drugs at lower rates than, but at standards every bit as good as, those obtainable from manufacturers in this country; and that Dr. Wheeler tried to put in perspective the problem of advertising of medicines for the National Health Service. Replying, for example, to criticism about the large quantity of literature sent to doctors, he quoted a 30 per cent. response to a single mailing by his own company as evidence that doctors did, in fact, need and use the literature sent out by manufacturers; and he gave the actual percentage of total turnover his company spent on advertising to doctors: the surprisingly low one of $1\frac{1}{2}$ per cent. All in all, however, the programme can hardly have enabled the average listener to understand the basic problems involved, and it is to be hoped the B.B.C. will allot further programme time to this most important subject.

No matter how the man in the street studies what his newspapers have to say about the National Health Service in general, he cannot but have difficulty in deciding who or what was really responsible for causing the Minister to increase the Health Service charges. Pharmacy's voice has certainly not been sufficiently heard on these issues and the pharmacist behind the counter is left with awkward queries to answer when he faces his customers on March 1.

Pharmaceuticals in Europe

It is a pity that the comprehensive reports on the chemical industry in Europe prepared by the chemical products committee of the Organisation for European Economic Co-operation take a year to be published, Nevertheless, like its predecessors, the most recent report (see C. & D., February 11, p. 122) which deals with trading in 1959, serves a useful purpose in highlighting trends in trading between the various members of O.E.E.C. as well as between them and (a) the U.S. and Canada and (b) other countries.

The section that deals with medicinal and pharmaceutical products shows that exports of those commodities from O.E.E.C. countries amounted to \$422 millions in 1959 and were 9 per cent. up on 1958. Imports, at

\$238 millions, were up 3 per cent. There was a considerable trade in pharmaceuticals between member countries, with imports amounting to \$166 millions (up 6 per cent.), while purchases from the U.S. declined 13 per cent.

The United Kingdom imported pharmaceuticals from O.E.E.C. countries to a value of \$6.5 millions, and exported \$23.6 millions to them. While the U.K. was the largest exporter of medicines among O.E.E.C. members, exporting in all \$120 millions, Germany was not far behind with \$101 millions. In the previous year the

U.K. had a lead of \$25 millions. A section on soap and detergents shows striking differences in consumption of toilet-soap between the countries. Estimated in kilos per head of population, the U.K. uses 1.4 against France's 0.5. In fact no other O.E.E.C. country is credited with using over 1 kilo per head, although Sweden, for the first time in 1959, just reached 1 kilo. Why there should be such a wide difference is hard to explain. Certainly visitors to many Continental countries rarely find toilet soap in their hotel rooms, even in first-class hotels. Perhaps there is some connection.

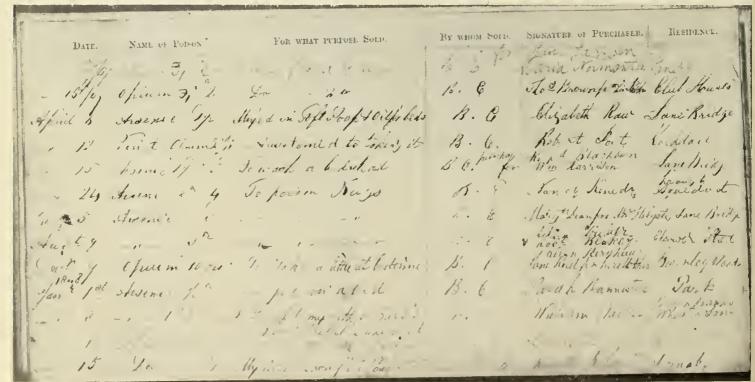
Onward from Galen

THE rôle of orally active hypoglycæmic agents in the management of certain forms of diabetes mellitus is now firmly established. During the past five years, the development of two different classes of compound-sulphonyl ureas and biguanides—as hypoglycæmics has removed the drudgery of daily injections from the lives of many diabetics. A leading article in the British Medical Journal, January 21, discussed the practical value of the oral drugs, administered alone or in combination with one another. Tolbutamide and chlorpropamide, the two sulphonyl urea compounds in current use, differ in respect of their duration of action-tolbutamide is given twice daily, while chlorpropamide need be given only as a single daily dose. Resistance to the hypoglycæmic action of sulphonyl ureas appears to develop in up to 25 per cent. of cases, however, and concurrent administration of one of the biguanides (phenformin or metformin) usually controls symptoms in those patients. The biguanides give satisfactory results in mild cases of diabetes when given alone, but the dose required usually gives rise to unpleasant side effects. It is noted that the oral preparations, while not being able to replace insulin injections in all types of diabetes, are often useful in allowing a reduction in the insulin dose in some cases poorly controlled even by very large doses of the hormone. A warning note cast by the B.M.J., however, points out that the most serious consequence of diabetes today is the common development of vascular disease, retinopathy and nephropathy. "These are almost certainly due to metabolic disturbances resulting from inadequate insulin action . . . facts suggest that their development and progression could be delayed by really scrupulous diabetic control with insulin, and there is evi-

dence that this is so. Should the oral hypoglycæmic agents turn out to be less effective in this respect their convenience would be dearly bought."

*

THE window of a pharmacy, whilst often reflecting the interests of the surrounding community, bears unmistakably the character of the pharmacist. Not so the poison book, for that inevitably records the interests of individual customers. From a register owned by Mr. R. J. Hayhurst, M.P.S., Nelson, Lancs, in which the first entry was made on January 8, 1846, it is easy to conjure up an image of agricultural surroundings, for a later entry (June 1, 1849) reads "Arsenic 2 lb., for sheep." That impression would be confirmed by another, "May 8, Arsenic $\frac{1}{2}$ oz., cure birds." But one can only hazard a guess at the family troubles that were endured by Mary Dent of New Club Houses, who purchased, on February 25, Tincture Opium ½ oz., for a purpose described as "gives 10 drops to her daughter and occasionally takes it herself for pain in the bowels." Then there was Herbert --- (his signature is now indecipherable), who on January 15, 1848, bought "Laudanum 1d." "to mix with treacle for a cough for himself." Scanning the pages, we find that on December 7 Jane Reed bought "Opium 10 grains," for her mother "To take a little at bedtime." Elsewhere, between two entries relating to arsenic sales, one "Mixed in soft soap and oils for beds," the other "To wash a bedstead," there is an entry relating to the sales of Tincture of Opium, where, in the "for what purpose sold" column, there is the phrase "accustomed to taking it." The illustration shows some of the entries.



"OPEN SHOP"

AN UNSCRIPTED COMMENTARY ON THE SPECIAL PROBLEMS OF THE PHARMACIST IN RETAIL PRACTICE

E. C. TENNER

HE practice of pharmacy in a retail shop being such a wide and lively subject, deciding what to write about in this column each month is generally a matter of choosing among several matters topically in my experience, so as to find two or three which I imagine will be of interest to others who earn their living as I do. Incidentally I hate the stilted snobbery suggested by the word "colleagues."

On the second of this month the Minister of Health slapped down on our plate the problem of the 2s, prescription charge. I was even then collecting ideas about the negotiations, culminating in February, on our National Health Service dispensing remuneration. I was wondering whether this time the agreement (I hope) that we shall be asked to authorise in March, will at last be one which we shall feel will give us a fair crack of the whip for at least a year or two henceforward, and also be sufficiently retrospective to put the nation out of our debt. Great play is always made by the Ministry with the need for actuarial evidence to support our claim that we are underpaid. Then, on the eve of decisions that ought to give us a fair dispensing fee for the foreseeable future, with perhaps some agreed method of relating the fee to rising expenses without tiresome, anxious and costly delays—then the Minister bedevils the basis of the negotiations by making a charge that will unpredictably reduce the number of dispensing fees we shall be able to claim. Again if the doctors increase the contents of the containers, the present container allowance will be too small. If that increased prescription charge were to the medical advantage of National Health Service patients, then we would have no grounds to object to its imposition, but the medical and pharmaceutical professions are agreed that it is not. So we cannot be said to be putting our own interest before that of the service when we protest against the Minister throwing our negotiations into the melting pot for what seem to be purely political reasons.

Three Factors in Prescription Costs

I am of the opinion that, if the principal purpose of the Government is to reduce the cost of a prescription item, they must control three prime factors. First there is the price that the manufacturers charge for the drugs and preparations used; at present the Ministry does everything it can by negotiation, but stronger methods are not initiated. Secondly there is the remuneration paid to the chemist contractors who dispense to the patients the drugs and preparations used; the iron control by the Treasury that exists over this money is known well enough to all of us, but the public are ignorant of the fact that the National Health Service does not pay a chemist enough to live by, and that he must subsidise his dispensing from a successful retail shop counter. The third factor is the hand that writes the prescriptions that authorise the spending of all the moneythe hand of the doctor. Seeing hundreds of prescriptions day after day I am surc an appreciable reduction in expenditure on drugs and appliances could be effected overnight if doctors were made liable for serious fines for wasteful or unnecessary prescribing. Full pricing gives all the information necessary and I contend that, just as a chemist contractor must periodically face a detailed dispensing test at some time unknown to him, each doctor should be liable to face a detailed examination of every National Health prescription written by him during any month. Even the



identities of patients ought to undergo checking in such an examination.

As an example of what I consider wasteful and unnecessary prescribing I quote a prescription I was handed for dispensing a day or two ago. It was for 100 proprietary tablets of an unusual brand that I have never dispensed before. I found the tablets were packed in bottles containing thirty, and in a larger size containing 250. So I must buy four of the thirties and claim payment for the balance left in stock and unlikely to be used: a balance of twenty. Writing the label I noted it was for five tablets to be taken daily for ten days, then four tablets to be taken daily for ten days. The patient then only actually needed ninety tablets, that is three bottles of thirty; yet I had to charge the Health Service with four, because the doctor had not stopped to do the simple sum of estimating how many tablets were actually needed, wasting thirty expensive tablets.

In pointing out that sort of prescribing as inflating the drug bill I am fully aware that many doctors are conscientiously trying to keep the bill down. It is the black sheep who create the need to control the careless prescriber's hand.

Precisely What Does It Mean?

The recent statement that the Pharmaceutical Society's Council is unable to accept, for publication in its journal, an advertisement in which monetary or similar gifts are offered to pharmacists as an inducement for furthering a demand for a medicinal product certainly needs elucidation. A bonus discount or bonus of extra goods for sale given in exchange for a window or counter display of a proprietary medicinal product could be described as a monetary or similar gift offered as an inducement to further a demand for a medicinal product. Does the Council suggest that there is something unethical in a pharmacist's accepting such a bonus and thus furthering the demand of a medicinal product? In the absence of fuller information, one can only assume that that is what the Council does suggest, for we have also been told that the Council's decision has been made "in the same way that the Council have advised pharmacists not to exhibit display material inviting members of the public to take part in any prize, competition or similar scheme in connection with the sale of medicines." While I am in whole-hearted agreement with that latter piece of ethical advice and find it easy to understand, I cannot see that the principle behind it can be used to damn the purchase of a display bonus parcel of a proprietary medicinal product. I live by selling medicinal products. Without the monetary returns I can gain from such sales I could not afford to practice dispensing of National Health Service medicines at all. I am not being deliberately obtuse. I want to know what, exactly, is in the mind of the Council and why. Why and when is it wrong for a pharmacist to be paid for furthering a demand for a medicinal product? Let the Council state specifically what it means.

SAFETY DISPENSING BOTTLE

From the C. & D., February 15, 1861

THE principal novelty of this bottle consists in the removable neck, which permits of its being filled, cleaned, and, if necessary, emptied at once with the greatest possible facility. . . The greater ease and facility for filling and cleaning will be duly appreciated by every pharmacist.

Drugs by Fermentation

PRACTICAL PROBLEMS OF THE MANUFACTURER

"PHARMACISTS cannot fail to be aware of the vital part played by the fermentation industry in supplying many of the new and invaluable drugs used in medicine today," said MR. K. A. LEES, on January 19, when he addressed a meeting of the Pharmaceutical Society on "Fermentation Processes in Preparing Pharmaceutical Materials."

Fermentation methods could provide, he said, many of the ancillary ingredients employed by pharmacists in the application of their professional skills and could carry out intermediate stages of synthesis not conveniently accomplished by chemical methods. Fermentation processes had six aspects: Choice of micro-organism; choice of medium; sterilising and aseptic techniques; the fermentation proper; recovery of the required fermentation product; and disposal of fermentation wastes. The disposal of fermentation wastes. speaker considered those features in detail. Suitable strains of micro-organisms had first to be found and preserved. Soil samples in vast numbers had been screened and their cultures selectively isolated. Isolated cultures might be further improved by natural selection, or by treatment with x-rays, neutron bombardment, ultraviolet light, or chemical agents such as nitrogen mustard or the alkaloid colchicine.

"Seed" Stages

Commercial fermentation began with spores from a master culture and several stages of vegetative inoculum were developed in increasing volumes of suitable nutrient. For penicillin production, a 5 to 10 per cent. inoculum was used for each transfer, the number of seed stages being determined largely by the working capacity of the final fermenter. The inoculum development stage usually lasted about two weeks. Frequent tests for purity of the culture were conducted throughout the fermentation.

The composition of the medium was of great importance and the choice of the appropriate strain of micro-organism and nutrient medium basic in determining the success of the total process. Fundamentally, the medium had to provide suitable sources of nitrogen and carbohydrate. Trace materials, which appeared to function as catalysts, were sometimes added to increase yields or the rate of production of an antibiotic. In the production of chlortetracycline, for example, iron, potassium phosphate and magnesium were used as trace elements, and in penicillin production the addition of ethylamine, alkaloids and fatty acid esters had been reported. Specific precursors were also employed. Rigid precautions were taken at all stages of laboratory and plant processes to avoid contamination. All media were sterilised by heat, and it was not uncommon to heat for long periods under pressure (250° F. for twenty to sixty minutes) though care had to be taken to avoid denaturation.

Considering the fermentation process proper, Mr. Lees said that the batch rather than the continuous method was used in most industrial fermentations. Duration of fermentations varied considerably with the product. Penicillin took on average 100-20 hours, streptomycin 60-80 hours, chloramphenicol 72 hours, chloratetracycline 48-72 hours and oxytetracycline 48 hours. The manufacturer usually had several fermenters in operation and a standard fermentation cycle, so as to make the most efficient use of

his various vessels for inoculum development, sterili-sation of medium and "batching." During fermentation, four factors had to be con-trolled: Aeration, temperature, pH of the medium, foaming. Baffles were often used to increase turbulence and gaseous inter-change, and there was often a correlation between the horse-power used to operate the agitato1 and the yield Heat of product. was generated during the fermentation cycle, but the medium had to be kept cool. That was done by allowing water to flow over the exterior of the fermenters or by means of internal coils or jac-jets. The pH was controlled by the use of buffers or by the intermittent addition of alkalis or acids.

Fermentations were commonly conducted in 15,000-30,000gall. fermenters with a working

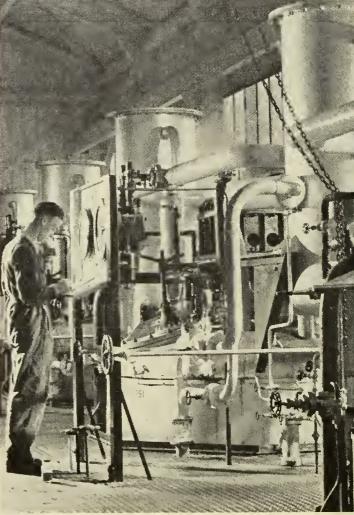
with a working capacity of about 75 per cent, of their volume. Foaming was often a problem in aerobic submerged cultures. The basis of most defoaming agents was sterile animal or vegetable oils.

Recovery Begins

The first step in recovery of the product was to transfer the broth to a holding tank under sterile conditions. There it was treated according to the distribution of the product in the fermentation. For penicillin, the broth was simply filtered to yield an antibiotic-containing filtration. With streptomycin, however, acidification was necessary before filtration in order to free the streptomycin adsorbed on to the broth solids. For vitamin B₁₂, acidi-

fication and heating were employed to autolyse the cells within which the vitamin B₁₂ and allied substances were found. The aim of the manufacturer was to introduce, at as early a stage as possible in the extraction, processes offering the advantage of greatly reducing the volumes of liquor handled.

Mr. Lees outlined some of the problems and difficulties facing the manufacturer in the disposal of fermentation wastes. They were the reason, he said, why fermentation plants were commonly located by the sea, though some



Penicillin fermenter unit controls.

manufacturers had installed their own trickle filter beds similar to those used for domestic sewage.

Specific fermentation procedures for general pharmaceuticals; acetone; isopropyl alcohol; ethyl alcohol; acetic, citric, fumaric, gluconic and lactic acids; glycerol and sorbose (which played an important rôle as an intermediate in the synthesis of ascorbic acid) were described by Mr. Lees in some detail. He also considered the production of certain chemically more complex pharmaceuticals, the dextrans for example, well known to pharmacists as blood-plasma "volume extenders." Described as polymers of D-glucose, the dextrans consisted of anhydroglucose units linked together

in various ways to give molecules differing in physical and chemical proper-Because of its ability to produce dextrans with predominantly 1-6 linkages, the organism Leuconostoc mesenteroides was normally employed in the industrial process. A typical medium for producing dextran contained 10 per cent. sucrose, inorganic salts and peptone. During the fermentation the viscosity of the medium increased with the dextran production, and the con-comitant production of organic acids caused the pn to fall; that fall was used as a guide to the control of fermentation, the harvesting taking place when the pH had dropped to about 4.5. Isolation was achieved by precipitation from the liquor by the addition of an equal volume of methanol and the separated dextran purified twice more by solution and reprecipitation. At that stage the dextrans had molecular weights ranging from several millions to several hundred millions. After hydrolysis, a fraction was produced containing dextrans with molecular weights in the range 1,000 to 1,000,000. The hydrolysate was fractionated by controlled precipitation with methanol until a fraction with a molecular weight of approximately 75,000 was obtained. That was deionised, and the final solution diluted to 6 per cent. for clinical use.

Riboflavin was produced by yeasts and bacteria in quantities far in excess of their needs, and was used as a supplement to animal feeding-stuffs. Yeast-like organisms, such as Ashbya gossypii and Eremothecium ashbyii, were commonly used for commercial production processes. Low aeration rates yielded up to 2.5 gm. of riboflavin per litre of medium, with lentils as the main nutrient. Fermentation liquors containing riboflavin were dried and powdered if the final product was required for animal feeds. The isolation of pure riboflavin was achieved by utilising its low solubility in the reduced form. After filtration and washing, the material was dissolved in hot butanol and reoxidised by atmospheric oxygen, so that on cooling riboflavin crystallised. The reduction could be conducted micro-biologically or by the use of sodium hydrosulphite.

Cobalt Essential

Vitamin B₁₂ was produced by actinomyces and bacteria and also as a by-product (about 1 m./litre) of some streptomyces fermentations. A wide range of carbohydrate and nitrogen sources could be used as nutrients for that fermentation, but for maximum yields it was necessary to supplement the medium with cobalt. Production of more than 3 mg. per litre of the vita-min had been reported. With vigorous aeration, the bacterial fermentations (B. megatherium and Pseudomonas sp.) could be completed in the relatively short time of 36-48 hours. The vitamin B₁₂ was associated with the mycelium or the bacterial cells and in the first stage of extraction the cells were autolysed by heating the "broth" after adjusting to about ph 5 with sulphuric acid. Some processes employed a preliminary separation of cells before treatment. Subsequent stages of extraction included treatment of the extract tion included treatment of the extract fractions with cyanide to promote con-

version of the mixed cobalamins to cyanocobalamin.

and Streptokinase streptodornase were enzymes produced by the aerobic culture of haemolytic streptococci. They were labile enzymes, and losses occurred during their extraction, which involved adsorption on to diatomaceous earth at a low pH and subsequent elution to yield the purified enzymes.

Penicillin Production

Mr. Lees went on to describe the production, by fermentation techniques, of some of the more important antibiotics. Penicillins were produced by fermentation with strains of the mould Penicillium chrysogenum. A typical medium for the production of that anticontained corn-steep-liquor solids, lactose, glucose, calcium carbon-



Filtering off the penicillin mould thread (mycelia) as a mat from the broth that contains the penicillin.

ate, potassium dihydrogen phosphate and edible oil. After sterilisation, he said, the pH of such media would be about 5.5-6. The edible oil was utilised by the mould, and that led to increased mycelial weights and higher antibiotic titres. Thiosulphate increased titres, and though it appeared at first sight to act simply as a source of sulphur, it also reduced the toxicity of phenylacetic acid to the mould and so permitted higher concentrations of precursor to be used. During the first 24-36 hours of fermentation, cytogenic activities of the mould predominated, and little penicillin was formed. The second, or maturation, stage, was characterised by maximum production of penicillin, and the utilisation of precursor was then most favourable. To add precursor before that stage could lead to reduction in growth rate because of its toxicity, or alternatively the precursor might become as an energy source for anabolic processes. Harvesting of the broth was normally carried out before the third, autolytic, phase commenced, as cell breakdown involved a fall in penicillin concentration. Penicillin was

freely distributed throughout the medium and could be separated from the mycelium without special treatment. A useful concentration of penicillin was achieved by countercurrent extraction of the acidified broth with amyl acetate or butyl acetate. Two or three stages were required for complete extraction. The acid form of penicillin was transferred into solvent, treated with a suitable base (N-ethyl piperidine, cyclohexylamine or procaine) and a crystalline intermediate obtained. That could be converted by metathesis to the sodi-

um or potassium salt.

In the production of streptomycin the media most suitable for the sub-merged culture of Streptomyces griseus usually contained soya-bean meal, dried distiller's solubles, dried whole yeast or corn-steep liquor, though a combination of soya-bean meal and distillers' solubles was widely used. So far, synthetic chemical media had proved costly and unproductive, though one such medium had been reported to yield 500 mgm./litre of streptomycin. A slowly utilisable complex nitrogen source normally gave best results. Two phases of growth could be distinguished in the fermentation: a growth phase, with fermentation of available carbohydrate, high oxygen demand and little production of streptomycin; and an autolytic phase, when the mycelial weight decreased, the oxygen demand dropped, and considerable quantities of streptomycin were produced. Each strain of S. griseus might have different optimum temperatures for growth, but all caused a pH rise during fermentation; the production of streptomycin was highest between pH 7 and 8. The fermentation produced an additional antibiotic, mannosidostreptomycin, commonly known as streptomycin B, which had only one-fifth the biological activity of streptomycin and was an unwanted component. Conversion of streptomycin B to streptomycin could be achieved in highly aerated conditions by the use of an enzyme mannosidostreptomycinase. In common with several other antibiotics produced by streptomyces such as neomycin, streptomycin was strongly basic and was extracted by passing the acidified and filtered fermentation broth through a cationic ion-exchange resin column. The adsorbed antibiotic and other cations were eluted with hydrochloric acid. Ion-exchange was attractive as an early stage in the extraction because it enabled purification and concentration to be achieved in one step. The cluate could be further purified by treatment with methanol, which precipitated inorganic salts, and the streptomycin then precipitated by adding acetone. Separation of streptomycin R was Separation of streptomycin B was achieved by crystallising the streptomycin - hydrochloride/calcium - chloride complex. The complex might be converted to sulphate and the solution sterilised and freeze-dried.

Broad-spectrum Antibiotics

Dealing with the tetracyclines, Mr. Lees said that, as a group, those antibiotics showed an overall similarity in antibacterial spectrum and general physical and chemical properties. Chlortetracycline was produced by the fer-

mentation of S. aureofaciens on typical media containing sucrose, starch or glucose, and complex nitrogen sources. Artificial mutants had given improved yields, and there was evidence that high antibiotic titres were correlated with high pigment production. Chlortetracycline could inhibit S. aureofaciens, and the addition of calcium and magnesium salts helped counteract that effect. Chlortetracycline was a broad-spectrum antibiotic, and so did not demand the same control of sterility in the final fermentation. The possibility of running such a fermentation without aseptic control had been studied. Chlortetracycline was recovered by precipitation with lime at ph 8.8 and the filter cake extracted with sulphuric acid at ph 1.3. Concentration of the filtrate was achieved under diminished pressure at 30° C., butanol added, and the solution nearly saturated with sodium chloride. On standing overnight at 2° to 5° C., about 97 per cent. pure chlortetracycline hydrochloride crystallised out. Oxytetracycline was produced by fermenting Streptomyces rimosus on the typical media, without the sucrose. Tetracyclines could be produced chemically from chlortetracycline or directly by fermentation. The Streptomyces strains used for tetracycline production were not specific, also producing chlortetracycline in varying amounts. Fer-mentation was directed towards, partly or wholly, removing chloride ions from the medium; alternatively bromide, iodide or thiocyanate were used as chlorination inhibitors. Demethyltetracyclines were produced by mutant strains of S. aureofaciens and S. rimosus. They had relatively greater activity the non-demethylated forms against Staphylococcus aureus and showed greater resistance to degrada-tion by acids and alkalis.

Griseofulvin

Griseofulvin, an antifungal antibiotic used orally for the treatment of dermatophytoses, was prepared by submerged fermentation. For its production by moulds, and particularly in *Penicillium* patulum strains, the nutrient media employed were similar to those used for penicillin production. The fermentation normally took 8-10 days, and yields of 0.33 gm. of griseofulvin per litre had been reported. At the end of fermentation the antibiotic was virtually all inside the mycelium and the preferred method of extraction was to separate the mycclium by filtration, discard the filtrate, and extract the mycelium with an organic solvent, such as ethyl acetate, butanol or butyl acetate. griseofulvin-rich solvent was then concentrated under reduced pressure below 50° C., and the solid griseofulvin collected after cooling. Further purification was achieved by dissolving in acetone and adding water, when the griseofulvin, being practically soluble, was precipitated. water in-

In the discussion that followed Pro-FESSOR K. BULLOCK (chairman) asked about the present position of continuous fermentation processes in industry. Mr. Lees said that in the antibiotic field it was "something of a philosopher's stone." A major hazard was the risk of infection. The manufacturer was in effect putting all his eggs in one basket. If one tank should become infected the contamination would become general. Additionally the processes did not provide the flexibility of batch vessels, and maintaining an optimum balance between input and output was difficult. MR. S. J. CARTER asked whether manufacturers were using other heat sterilisation methods than jackets or coils and inquired steam about the practicability of using a Tyn-dallisation technique. Mr. Lees said dallisation technique. Mr. Lees said that the use of large fermentation tanks simply for sterilising was wasteful. Some manufacturers had developed line sterilisation methods, the medium being passed through a heat exchanger after sterilisation. Care had to be taken using such techniques to avoid end-to-end

mixing, which would destroy sterility. MR. B. J. DEAN asked whether the antibiotics ever inhibited the organisms producing them, and MR. LEES said that happened but could be overcome to a certain extent by "training" the organisms. He cited S. venezuelæ, which was inhibited by the chloramphenical it produced in concentrations exceeding it produced in concentrations exceeding 150 microgm per mil. Mr. G. F. Downs asked about the suitability of ketones and glycol ethers as solvents for extraction, and Mr. Lees replied that acetone was used for primary elutions from carbon, though industrially carbon adsorption was used only as a last resort. He knew of no example of the use of glycol ethers for extraction. The illustrations are included by courtesy, Glaxo Laboratories, Ltd.

Correspondence

Guidance Wanted

SIR,—The following resolution was passed unanimously at our branch meeting held on February 6:-

WE consider it a matter of urgency that a full statement should be published by the Pharmaceutical Society regarding the ethical difficulties which are bound to arise due to the new prescription levy, which in many cases will make the charge more than the payment received for the dispensing of the medicine.

E. NEWBY, Secretary Oldham and District Branch, Pharmaceutical Society.

One Cause of Higher Averages

SIR, - On the introduction of the shilling-per-item levy, many inexpensive items such as 1 oz. wool or lint, droppers, bandages, and the like, were no longer prescribed, because they were cheaper than the levy to purchase normally. When those cheaper items were removed in that way and without any increase at all in costs of other items, the average cost automatically jumped. For that we pharmacists have to pay. I have never as yet seen this commonsense argument advanced in print. Would it be too simple a point for the financial wizards to assimilate, simply because there are not three decimal places to discuss? When will the people who are supposed to fight for our finances make a public outcry against the fallacy of the average cost of dispensed items, the reason, we are glibly told, for the necessity for the iniquitous 100 per cent. jump in the levy on EC10's?

NORMAN R. HAZZLEWOOD. Sheffield

Public Relations

SIR,—The House of Commons broke in disorder carly this morning (February 9)—reason: the proposed increase in Health Service charges. charges. Members of Parliament on both sides of the House and the Press in general have been using the pharmaceutical industry as a "whipping boy" for the increase in the cost of the National Health Service for some time now. That may or may not be justified—I wouldn't like to say. But the impression given by some of the publicists, and taken by quite a lot of the general

public, is that "Pharmaceutical Induscovers the retail pharmacist. Far from the retail pharmacist making a lot out of the Health Service he is sub-sidising it. What about some publicrelations work on the pharmacists' behalf? It is not for us individual pharmacists to do it.

A. LAIRD PARKER,

Prescribed Items at Under 2s.

SIR,-Should National Health Service prescribed items of less than two shillings nominal value be retailed rather than dispensed after March 1? Official guidance appears to be necessary. There are four categories:

A. Dressings and appliances (they present no difficulty);

B. Household remedies;

Schedule 1 and 4 items;

D. Items not normally retailed (and prices therefore) not known by usage. When items under A, B, C and D are retailed:-

Would the transaction be outside the terms of service?

Should the name of the medicament be made known to the patient? Should the prescriber's directions be ignored?

Should items C be treated as sales, signed orders or prescriptions?

Re category D. Should all prescriptions be priced before acceptance? Who finances the time involved?

6. Re items greater than 2s. nominal value which are sold at less than 2s. by error or design, would such a transaction be regarded as a breach of terms of service?

7. And what of the occasion when, after deciphering the prescription for the patient, the latter opts to purchase the item at the cut-price store down the road? Would that constitute part of the service?

Would it not be a breach of terms of service to discuss with the patient the content or cost of prescriptions?

J. DEWHIRST. Bradford

What the Doctor Ordered

THE prescription reproduced under the title "Referred Back" (C. & D., February 11, p. 132) should read "Mist. Am. Chlor. Sed. 3 xii, 3ss t.d.s. Linctus Gee 3 vi. 3 i p.r.n."



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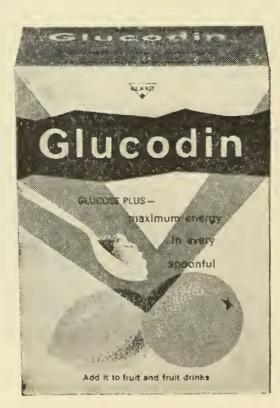


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TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, FEBRUARY 15: Trading was again subdued in the CRUDE DRUGS market during the week, and holders were inclined to ease their prices for a number of commodities.

The items quoted lower included CASSIA fistula at 100s. per cwt., cx wharf (against the last quoted figure of 115s.); French Gentian at 150s. cwt. (down 5s.); Indian Henna at 87s. 6d. (17s. 6d.); Whole LINSEED (down 5s.) and white Squill (down 10s.). All GINGERS were also lower. In Aromatic SEEDS, Moroccan Coriander on the spot and Indian DILL for shipment were easier; CELERY on the other hand was firmer. Hand-picked Alexandria SENNA PODS were not very plentiful, and there was some demand for Rhubarb, which has been quiet for several months.

LEMON PEEL was quoted dearer.

In Essential Oils, Ccylon CitroNella continued its firm tone by rising twopence per lb.; the spot and forward rates being the same at 6s. 9d. Bourbon GERANIUM was firmer by 5s.-10s. per Brazilian PEPPERMINT was again

being offered on the spot. In PHARMACEUTICAL CHEMICALS. PIPERAZINE salts are being quoted lower; the 50-kilo rates are given below.

Pharmaceutical Chemicals

ACETIC ACID. — B.P. glacial, minimum terms, £97 per ton naked; technical 80 per cent., £77; pure, 80 per cent., £83. Carboys and demijohns are £21 per ton extra.

CARMINE.—70s, per lb. for 1-cwt, lots. Cortisone. — One-kilo lots, acetate, 8s. 6d. to 9s. per gm. hydrocortisone, acetate of alcohol, 9s. per gm.

CREAM OF TARTAR.—Home trade:—1-ton lots, 241s. per cwt.; i0-cwt., 242s.; 5-9-cwt., 243s.; 2-4 cwt., 244s.; 1-cwt., 245s. (If supplied in bags deduct 5s.).

CREOSOTE.—B.P. quality, ex beechwood, from 6s. 9d. to 7s. 6d. per lb.

CRESOL.—B.P. quality, 7s. 9d. per gall.

in 5-gall. lots. CYANOCOBALAMIN.—Ten-gm. lots, £12 per

EPHEDRINE. — ALKALOID nominally 6s. 6d. per oz., SULPHATE, 4s. and HYDRO-CHLORIDE, 3s. 3d. per oz.

GLYCERIN. — Pharmaceutically pure (s.g. 1·2627):—

Annual purchases or spot lots of	Under 1 cwt.	1 cv an und 5-cv	d ler	5-co an unc I to	d ler	I t an unc 5 to	d ler	5 to an und 25 to	d ler
Per cwt.	s. d.	s.	d.	5.	d.	s.	d.	s.	d.
DRUMS									
14-lb.	281 0	276	0	272	6	268	0	265	6
28-lb.	279 0	274	6	270	- 6	266	0	263	6
56-1b.	275 0	270	6	266	6	262	0	259	6
TINS :									
I-cwt.		254	6	250	6	246	0	244	6
2½-cwt.		251	6	248	0	243	6	242	0
5-cwt.		_		247	6	243	0	241	6
10-cwt.		-	. []	246	6,	242	6	241	0

For 25 tons and upwards the price is from 265s. 6d. to 240s. as to containers. Bulk deliveries in tank wagons from 362s, to 237s. 6d. Technical grade glycerin s.g. 1.2627 is 5s. pcr cwt. iess than above.

HEXAMINE.—B.P., 1s. 11½d, per lb. for 1-ton lots, delivered in 1-cwt. kegs. Technical is threepence per lb. less.

HYDROCYANIC ACID.—Dilute B.P.C. from

HYDROCYANIC ACID.—Dilute B.P.C., from 3s. 2d. to 4s, per litre, as to quantity; Scheeles from 3s. 10d. to 4s. 9d.

HYDROQUINONE. - O'ne-cwt. lots, 11s.; 1-ton, 9s. per 1b.

HYOSCINE HYDROBROMIDE.—Per oz., 102s. HYPOPHOSPHITES.—Per lb.:-

	7 lb.	28 lb.	1 cwt.
CALCIUM, B.P.C 1RON, B.P.C	s. d. 6 9	s. d. 6 4	s. d. 5 I1 12 9
MAGNESIUM MANGANESE, B.P.C.	11 6 13 11	11 1 1 1 1 1 3 5	10 8 12 11
POTASSIUM, B.P.C. SODIUM, B.P.C	9 3 7 7	8 10 7 2	8 5 6 9

ICHTHAMMOL.—B.P. from 2s. to 2s. 6d. per lb. in 1-cwt. lots as to origin and container.

IRON SALTS.—GLUCONATE, B.P.C., 68. 3d. per lb. in 1-cwt. lots; SULPHATE, B.P., crystals, 9½d. per lb. in 28-lb. lots: 1-cwt., 57s. 6d. per cwt., 5-cwt., 52s. 6d. per cwt.; SULPHATE EXSICCATED, 1s. 5d. per lb. for 28-lb., 1-cwt., 123s.; 5-cwt., 113s. per cwt., 1-cwt. fibre kegs free. Other packages extra. Phosphate, B.P.C., 28-lb., 3s. 6d. per lb.; 1-cwt., 3s. 3d. Phosphate, saccharated, B.P.C., 28-lb. lots are 3s. 9d. per lb.; 1-cwt. 3s. 6d. oxide ked precipitated, B.P.C., 1949, 1-cwt. 2s. 1d. per lb.; Carbonate, Saccharated, B.P.C., 1949, 28-lb., 3s. 3d.; 1-cwt., 3s. ammonium citrate, scales, 4s. 4d., granular, 3s. 6d. per lb. (5-cwt. lots). Ammonium sulphate, 1-cwt., 1s. 10d. per lb. Quinine citrate, 2s. 1d. per oz. in 100-oz. tin.

ISOPRENALINE SULPHATE. — (Per gm.), IRON SALTS.—GLUCONATE, B.P.C., 6s. 3d.

ISOPRENALINE SULPHATE. — (Per gm.), 100-gm lots, 1s. 6d.; 500-gm., 1s.; 1-kilo,

Lactose. — B.P., in 1-ton lots packed in 1-cwt. paper-lined sacks, £129 10s. per ton, delivered in the United Kingdom.

LEAD ACETATE.—B.P. crystals, 225s. per cwt.

Magnesium carbonate. — Per cwt., LIGHT, 129s. or 121s. for 1-ton lots; heavy, 170s. for 1-cwt. lots; from 130s. to 135s. for 1-ton lots.

Magnesium Chloride. — One-cwt. 1s. 10d. per lb., 5-cwt., 1s. 7d.

MAGNESIUM DIHYDROGEN PHOSPHATE.-One-cwt. drums, 4s. per lb.

Magnesium hydroxide.—B.P.C., 1-cwt. lots, 3s 7d. per lb.; 1-ton, 3s. 2d. per lb.

Magnesium oxide B.P.—Light, 1-cwt. lots, 3s. 2d per lb.; heavy, 5s. 10d. per

Magnesium peroxide.—B.P.C. (15 per cent.), 3s. 11d. per lb. (1-cwt.).

Magnesium phosphate tribasic.—Onecwt. sacks, 4s. 5d. per 1b.

Magnesium sulphate. — B.P. in minimum 1-ton lots varies between £18 and £21 per ton according to size of crystal and manufacture. Exsiccated, £42 per ton. All ex works.

Magnesium trisilicate.—(Per lb.), I 28-lb. packages:—28-lb., 4s. $9\frac{1}{2}$ d.; 1-cw 3s. 10d.; 5-cwt., 3s. 7d.; 1-ton. 3s. 1d.

OESTRADIOL.-MONOBENZOATE is 16s. per

OLEIC ACID.—B.P. grade, £170 10s. per ton (£174 10s. single drum lots); 1 gall. tins 21s. per gall.

Oxalic acid. — Scarce. Manufacturers' rates for 1-ton lots nominally £128 10s. per ton, delivered in free kegs.

PARACETAMOL. — Minimum 10-cwt., 11s.

Paraldehyde. — B.P. in 12-winchester lots, 2s. 10d. per lb. (6s. 3d. kilo); 10-gall. carboys, 2s. 4d.

PHENACETIN.—B.P. one-ton lots, 6s. 3d. per lb.; 1-cwt., 6s. 6d.

PHENYTOIN SODIUM.—One-cwt. lots, 23s. per lb.; less than 56-lb., 25s.

PIPERAZINE.—(50-kilo lots), ADIPATE, 22s. per kilo; citrate, 20s. 5d.; hexahydrate, 17s.; phosphate, 23s.; fartrate, 22s. 6d.

Prednisolone.—Per gm. 17s. 6d.

Prednisone.—Per gm. 15s 6d.

PROCAINE HYDROCHLORIDE.—100-kilo lots, 45s. per kılo.

PROGESTERONE.—Price is 1s. 6d. per gm. OHINDING -Per oz :-

Quintibiliti. Tel c		
Home Trade	500 oz.	100-400 oz.
QUINIDINE	s. d.	s. d.
ALKALOID	7 11½	8 1 1
GLUCONATE	9 4½	9 61
HYDROBROMIDE	6 7	6 9
HYDRO_HLORIDE	6 9	6 11
SULPHATE	6 0	6 2
HYDROQUINIDINE		
HYDRO_HLORIDE	11 2	11 4
GLUCONATE	8 61	8 8 1

For export quinidine alkaloid ranges from £12 12s 3d. to £12 17s. 4d. per kilo and sulphate from £9 10s. 5d. to £9 15s. 6d.

QUININE. — 1,000-oz. lots:—ALKALOID, 3s. 8½d. per oz.; sulphate, B.P., 1932, 2s. 5d.; sulphate, B.P., 1958, 2s. 8½d.; BISULPHATE, 2s. 5½d.; DIHYDROCHLORIDE, 3s. 5d.; HYDROCHLORIDE, 3s. 1½d.; ETHYL CARBONATE, 4s. 1½d.; HYDROBROMIDE, 3s. Quantities under 100 oz. plus threepence.

Salicylamide.—One-cwt., 6s. 3d. per lb.; 5-cwt., 5s. 11d.

SAL PRUNELLA.—Balls, 3s. 10d. per lb. in 1-cwt. lots.

Santonin.—5-kilo lots, 400s. per kilo (11s. 4d. per oz.).

SILVER SALTS.—PROTEIN, 1-cwt. lots, 8 per cent., 36s. 3d. per lb.; VITELLIN, 68s. 6d.

Sodium sulphide.—In 1-ton lots: Solid, £38 2s 6d.; broken, £39 2s. 6d.; flake, £40 12s. 6d.; crystals, £29 10s.

STREPTOMYCIN. - DIHYDRO or BASE, $10\frac{1}{2}$ d. per gm.

SULPHOCARBOLATES.—SODIUM PHENOSUL-PHONATE, B.P.C., 1949 (powder), 5s. 6d. per lb. in 1-cwt. lots and ZINC, B.P.C., 1949 is 5s. 6d.

SULPHUR.—(Per ton in 1-ton lots), B.P. PRECIPITATE, £112 10s.; POWDER, 100 mesh,

Tartaric acid.—10-cwt. lots, 300s. per cwt.; 5-9 cwt., 302s.; 2-4 cwt., 304s.; 1-cwt., 305s.

TEREBENE. — Rectified, one-carboy lots, 4s. 6d. per lb.

TERPIN HYDRATE.—From 6s. per lb. upwards as to quantity.

TERPINEOL.—B.P., 1-cwt. lots, 2s. 7d.; perfumers, 3s. 3d. per lb.

THEOPHYLLINE.—50-kilo lots: Alkaloid anhydrous, 33s. per kilo and B.P., 31s. 9d. and $12\frac{1}{2}$ kilos, 32s. 6d.; Aminophylline, 31s. 6d. per kilo; $12\frac{1}{2}$ kilos, 32s. 6d. per

Crude Drugs

- Spot: Spanish napellus, ACONITE. -2s. 6d. per 1b.

AGAR.—Kobé No. 1, 15s. 9d. per lb. in bond; shipment, 15s., c.i.f.

ALOES.—Cape primes, spot, 180s. per cwt.; shipment, 157s. 6d., c.i.f. Curaçao, spot, 480s.; shipment, 440s., c.i.f.

BALSAMS.—Per lb.: CANADA: Spot, 22s. for paper-filtered. COPAIBA: Spot, 8s. 3d. duty paid as to source. PERU: Spot, 9s. in bond. Tolu (genuine as imported) nominal; B.P., 12s. 6d.

BELLADONNA. — LEAVES (t.a. 0.53 per cent.), 1s. 9d. per 1b. Dutch for shipment (t.a. not quoted) 2s., c.i.f. Root cleared

BENZOIN. Sumatra block, spot £22 to £30 as to quality.

Buchu. — Spot rounds, 1958-59 crop, 4s. 9d. per lb.; new crop for shipment, 4s. 1d. to 4s. 4½d., c.i.f.

CALABAR BEANS.—Spot, 2s. 3d. per lb. CALAMUS.—Root, 100s. per cwt., spot,

87s. 6d., c.i.f.

Camphor.—B.P. powder, 3s. 10½d. per lb. in bond.

Capsicums.—Chinese, on duty paid; Ethiopian, 200s. on stalk, 150s.,

CARDAMOMS.—Aleppy greens, spot, 14s. per lb.; shipment, 12s. 6d. per lb., c.i.f. Seeds, shipment, 21s., c.i.f.

Cascara. — Spot, 1960 peel, 270s. per cwt., shipment, 270s., c.i.f.

Cassia. — Fistula, 100s. per cilignea (whole), spot 420s., duty paid.

CHAMOMILE.—Belgian, 6s. 6d. to 7s. 6d. er lb as to quality; Hungarian type, per lb 6s. 6d.

CHERRY BARK. — Thin natural, 2s. 10d. to 3s. 6d. per lb., as to holder.

CHILLIES.—Nigerian, 185s. per cwt.

CINNAMON QUILLS.—Shipment (c.i.f., per lb.) 4 O's, 5s. 3\frac{1}{4}d.; 3 O's, 4s. 10\frac{1}{4}d.; O, 4s. 9d.; quillings, 3s. 1d.; featherings, 1s. 6\frac{1}{4}d. 1s. $6\frac{3}{4}$ d.

CLOVES.—Zanzibar spot, 2s. 10d. per lb.; shipment, 2s. $7\frac{1}{4}$ d., c.i.f.

Cochineal.—Black-brilliant, 11s. 6d. per lb., silver-grey 10s.; Peruvian silver-grey, 4s. 6d., all spot.

Cocillana. — Bark, 2s. per lb., spot; 1s. 8d., c.i.f.

COLOCYNTH PULP.—Spot. 2s. to 2s. 6d. per lb. as to quality.

DIGITALIS. — Purpurea for shipment, 11d. to 2s. 4d. per lb., c.i.f., as to test.

ELEMI.—Spot cleared. Shipment, 1s. 11d. per lb., c.i.f.

ERGOT.—Portuguese nominally 11s. per o., c.i.f., for prompt shipment; spot, 1b., c. 9s. 3d.

Frangula.—Spot, 105s. per cwt.

GENTIAN.—Spot: French, 150s. per cwt. GINGER.—African, spot, 230s.; new crop for shipment, 140s. per cwt., c.i.f. Jamaican No. 3, spot, 200s.; shipment, 190s., c.i.f. Cochin, shipment, new crop, 115s., c.i.f.; spot, 140s. (per cwt.).

GUM ACACIA. — Kordofan cleaned sorts, 155s. per cwt., spot; new crop, February-March shipment, 136s. 6d., c.i.f.

HENNA. — Indian, spot, 87s. 6d. per cwt.; new crop for shipment, 62s. 6d.,

HONEY.—Australian light amber, 100s. to 102s. 6d. pcr cwt. and medium amber 95s. to 100s. Argentine, 105s. to 110s.; Jamaican 110s. to 115s.; Canadian clover, 145s. to 150s., all ex warehouse.

IPECACUANIA. — For shipment, c.i.f., per lb.—Colombian, 50s. 3d.; Costa Rican, 68s. 6d.; Nicaraguan, 66s. 6d. Spot: Matto Grosso. 53s. 6d. to 55s. as to test: Colombian, 55s. 6d.

JUNIPER BERRIES.—Italian, 90s. per cwt.;

KARAYA. — No. 1 gum, spot 325s. per cwt. nominal; No. 2, 220s.

Kola Nuts. — Jamaican for shipment, 7d. per lb., c.i.f. African, 5½d, spot and 4d. c.i.f.

Lanolin. — Anhydrous B.P., is from 170s, to 175s, per cwt, in 1-ton lots and hydrous, B.P., 150s., free drums, delivered.

Lemon peel.—Spot, 3s. 3d. per 1b.

Linseed.—Whole, 70s, to 75s, per cwt.; crushed, 105s.

LIQUORICE. — Natural root: Persian on the spot, 40s. per cwt.; other varieties cleared. Anatolian decorticated, 175s. Block juice: Anatolian from 190s. per cwt.; Italian stick from 392s. to 470s. per LOBELIA HERB. — American, c.i.f. value

MACE. — Whole pale blade, 23s. 6d. per lb. spot.

MENTHOL. — Chinese: spot, 87s per lb., duty paid; shipment, 80s., Brazilian, 53s. 6d., in bond; ship 52s., c.i.f. Formosan, 54s., in bond. shipment,

Mercury. — About £69 per flask of

NUTMEGS. — West Indian 80's 12s. per ... spot; sound unassorted, 9s. 3d.; lb., spot; sound defectives, 6s. 9d.

Nux vomica. — Spot, 130s. per cwt.; shipment, 90s., c.i.f., subject to export

Orange peel. — Spot: Sweet ribbon, 2s. per 1b.; bitter quarters: West Indian, 1s.; Spanish, 1s. 3d.; bitter ribbon, 1s. 3d.

Orris root.—Florentine, 335s. per cwt. Papain. — Tanganyikan, 12s. per lb., c.i.f., for grade one; spot 14s. Ceylon all

grades nominal. PEPPER.—White Sarawak, spot, 4s. 4½d. per Ib.; shipment, 4s. 1½d., c.i.f. Black Sarawak, spot, 3s. 2d., shipment, 2s. 11d., c.i.f. Black Malabar, 420s. per cwt. spot, and 360s., c.i.f.

PEPPERMINT LEAVES. — Dutch 1s. 9d. to 2s. 2d. per lb., c.i.f.

PIMENTO.—Spot, 590s. cwt.; shipment, 540s., f.o.b.

Podophyllum.—*Emodi*, 190s. per cwt., spot. *Peltatum*, 375s.

Pyrethrum.—Extract, minimum 25 per cent. w/w pyrethrins, 75s. per lb. for small

QUILLAIA. - Spot nominal; shipment, 122s. 6d. per cwt., c.i.f.

RHUBARB. — Chinese small rounds from 5s. 9d. to 6s. 9d. per lb. on the spot.

SAFFRON.—Mancha selecta, 147s. 6d. per

Sarsaparilla. — Jamaican native red spot, 2s. 9d. per lb.; shipment, 2s. 3d., c.i.f.

SEEDS. — (Per cwt.). ANISE. — Spanish, 195s., duty paid, CARAWAY.—Dutch quiet at 162s. 6d., duty paid, sellers. CELERY.—Indian firmer on spot at 150s.; shipment now quoted at 145s., c.i.f. CORIANDER.—Moroccan slightly easier on spot at 117s. 6d., duty paid; shipment unchanged at 110s., c.i.f. Rumanian quoted at 105s., c.i.f. CUMIN.—Indian quiet at 180s. spot; tranian, 180s., duty paid. DILL.—Indian, 100s., spot; shipment easier at 80s., c.i.f. FENNEL. — Chinese, 105s. duty paid; Indian, 115s., spot. FENUGREEK.—Moroccan quiet at 70s., duty paid; shipment, 54s., c.i.f. MUSTARD.—English, 70s. to 95s., according to quality. — (Per cwt.). Anise. 95s., according to quality.

SENEGA.—Spot, 21s. 6d. per lb.

SENDA. — Tinnevelly LEAVES, prime No. 1, 1s. 6d. per lb., f.a.q.; No. 3, 9d. PODS: Manufacturing (f.a.q.), 9d. and hand-picked, 1s. 5d. to 1s. 10d. Alexandria pods: Manufacturing, 1s. 6d.; new crop hand-picked, 4s. 6d. to 6s.

Shellac.—F.O.T.N., 202s. 6d. per cwt.; No. 1, 225s.; F.O., 235s. to 285s., spot.

SLIPPERY ELM.—Bark, 3s. 6d. lb., landed value.

SQUILL.—White 75s. per cwt., spot.

STRAMONIUM. — Indian Leaves 60s. cwt., spot. Dutch 0.5 per cent. alkaloid 93s., c.i.f.

STYRAX. — Spot, 29s. per Ib., shipment, 26s., c.i.f.

Tonquin Beans.—Para spot, 7s. 3d. per lb. Shipment nominal. Angostura 11s.

Tragacanth. — No. 1 ribbon, £145 to £150 per cwt. No. 2, £135 to £140.

TURMERIC.—Madras finger on spot is 110s, per cwt.; new-crop, April-May shipment, 87s. 6d., c.i.f., quoted.

WITCH HAZEL LEAVI-S .- New-crop nominally, 4s. per lb.

Essential and Expressed Oils

BERGAMOT.—Spot, from 72s. 6d. per lb. CADE. - Spanish, 3s. 6d per lb. for drum lots.

CAJUPUT.—Spot from 10s. per lb. CALAMUS.—Spot, 56s. 6d. per lb.

CAMPHOR, WHITE.—Chinese, 1s. 8d. per lb. in bond; 1s. 5d., c.i.f.

Cananga.—Spot, from 37s. 6d. per 1b. CARAWAY.-Imported oil, 26s. 6d. per lb. Cassia. — Smalls, 18s. 6d. per lb. for 80-85 per cent.

Castor.—Home produced B.P. oil, spot, £157 per ton naked ex mill (2-ton lots).

CHAMOMILE.—Smalls 800s. per lb.

CITRONELLA. — Ceylon, spot, 6s. 9d.; shipment, 6s. 9d. per 1b., c.i.f. Formosan, spot, 8s., in bond; shipment, 8s., c.i.f.

CLOVE.—Madagascar leaf, spot, 7s. 6d. per lb., duty paid; shipment, 6s. 8d., c.i.f. Rectified 87–88 per cent., 12s. Distilled bud-oil, English, B.P., 28s. for 1-cwt. lots. COD-LIVER. — B.P. is 11s. 6d. per gall. in charged returnable drums. Veterinary is from 9s. 6d. per gall.

is from 9s. 6d. per gall.

CUMIN. — Imported oil, 90s. per lb.; English-distilled, 120s.

EUCALYPTUS.—Australian 70 to 75 per cent. eucalyptol on the spot is 5s. 3d. per lb.; 80–85 per cent., 5s. 6d. Spanish, 3s. to 3s. 6d. spot. Chinese, 3s. 3d., duty paid.

FENNEL.—Spanish sweet, spot, 10s. per 1b. GERANIUM.—Bourbon, 140s. to 145s. per lb. on the spot: Algerian, 135s.

GINGER.—Imported: Jamaican, 130s. per lb.; Chinese, 72s. 6d., duty paid.

GRAPEFRUIT.—Florida, 18s. per lb.

JUNIPER. — B.P.C. 1949 oil is from 15s. per lb. on the spot. English-distilled, 150s. JUNIPER WOOD, from 5s.

Lemongrass.—Spot, 14s. 9d. per lb., nominal and shipment, 14s. $7\frac{1}{2}$ d., c.i.f.

NUTMEG.—Imported B.P. oil is from 50s. to 90s. per 5b. as to source. English-distilled, 140s.

OLIVE. — Spot, 19s. 6d. to 20s, 6d. per gall. in drums ex wharf, London.

Otto of Rose.—Bulgarian, 400s. per oz. Turkish, £350 per kilo.

PEPPERMINT. — Arvensis: Chinese spot, 38s. 6d.; shipment, 37s. 6d., c.i.f. Brazilian spot, 17s. 9d.; afloat, 17s., c.i.f.; new-crop, February-March shipment, 16s. 4½d., c.i.f. *Piperita:* Italian, 48s. per lb., spot. American from 30s. to 38s. per lb. as to make lb. as to make.

Pimento. English-distilled 167s. 6d. pcr :b.; imported, 77s. 6d. Rectified leaf, 27s. 6d. per lb. for small lots.

PINE. — Pumilionis on the spot is 15s. per lb.; sylvestris, 5s.; Siberian (abietis),

ROSEMARY.—Spanish is 7s. 6d. per lb. on the spot for best quality.

Sage.—Spanish, 8s. per lb.; Dalmatian, 19s. 6d. to 25s.

Sandalwood.—Mysore 150s. to 155s. per lb. East Indian 150s.

Sassafras.—Brazilian is from 3s, 6d. per lb., duty paid. THYME.—B.P.C. oil 9s. 6d. per lb., on

the spot. VETIVERT.—Bourbon spot, 115s, to 120s.

per lb.; shipment, 113s., c.i.f

YLANG YLANG.—Spot, 37s. 6d. per lb.

UNITED STATES REPORT

NEW YORK, FEBRUARY 14: COUMARIN was cut by 10 cents to \$3.30 for N.F. grade. TAMARINDS were lower at 22 cents a lb. (down 3 cents). BAY OIL was sharply higher at a nominal \$4.25 per lb. (\$1.25 up). Formosan CITRONELLA declined 3 cents to \$1.32.

TELEVISION

Figures in the columns represent number of appearances of the product during the week.

February 26 to March 4		London	Midland	North	Scotland	Wales	South	N.E.	Anglia	Ulster
Alka-Schzer		1	2	1	1	1	_	_	2	1
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Andrex		3	3	3	- 3	—	3	3	_	_
Askit powders		—	—	_	12	—	_		—	_
Aspro		- 1	2	2	2	-1	1	2	3	_
Beecham's pills		_	_		_	1	I		1	-1
powders.		2	2	2	2	2	2	2	2	2
Bengers food	• •			_		3				
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	٠.	2	2	1	2	1	2	2	3	2
		Ministra		_	_	_	1	_	—	1
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		—	1	1	—	1	—	1	—	1
Dinneford's magnes	ia	1	—	1	—	—		—	—	_
Dol's flannel and										
rub cream		—	1	1	—	_			_	_
Dramal		1	_	- 1	1	2			1	2
Dristan			- 1	1	_	_	_	_	_	
Horlicks		1	î	_	1	1	1	1	1	1
Imperial Leather	• •				1	1	1	1	1	1
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Loxene medicated										
		3	3	3	- 3	3	3	2	3	2
shampoo,		3	2	2	2	2	2	2	2	3
Macleans tooth-pas	te	3	2	3	3	3	3	3	3	3
Medicaire		1	_	1	—	1	1	1	1	1
Milk of Magnesia .			1	1	_	_	_		_	1
tablets.		1	_	_	1	1	1	2	_	
'n		3	_		_	_	_	_~	_	7
Penetrol inhalant		1	1	1		_	_	1	_	
Pepsodent tooth-		-	•	,				1		
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Phillips tonic year		_	_	_		_	2		1	
Phillips tooth-paste.		1	_	_		_		_	_	2
Poppet solid										
detergent		_	2	—		—	2	—	2	—
Rennies		2	1	2	2	2	1	2	1	1
Rimmel " beauty										
on a budget ".		1	2	2	2	1	1	_	2	
Th. 1		_	1	_	_	_	_	1		
G .		3	3	3	3	3	3	3	3	3
Setlers		1	_	_	_	_		_		_
SqEzy	ľ	3	4	4	3	3	3	3	3	3
Trust toilet rolls .	•		_	_	_,	2		6	2	3
Veno's cough mixtur		1						0		_
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Warrick smokers'										
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Winspray :		_	—	—	-	_	1	_	_	

PRINT AND PUBLICITY

PUBLICATIONS

Booklets and Leallets

CRODA, LID., Cowick Hall, Snaith, Goole, Yorks: Croda user's digest ' "Croda user's digest "—new data on the use of Croda products in industry, Pp. 35.

KODAK, LTD., Kodak House, Kingsway, London, W.C.2: "Kodak Dcaler News." January 1961. Pp. 6; Kodak liquid chemicals in Cubitainer packs, for radiography and medical photography. Pp. 4.

THE ROYAL INSTITUTE OF CHLMISTRY, 30 Russell Square, London, W.C.1: Lectures, monographs and reports, 1960, Nos. 3, 4 and 5—
"Energy Exchange in Interactions between Ions and Molecules." Pp. 16; "Chemistry in Everyday Lile . . . the contribution of the D.S.I.R." Pp. 16; "Sugar and its Industrial Applications." Pp. 44.

Catalogues

MAY & BAKER, LTD., Dagenham, Essex: M. & B. Photographic Products and Chemicals-descriptive list. Pp. 42.

Japanese Cameras, Ltd., 50 Piccadilly, Tunstall, Stoke-on-Trent, Staffs: Photographic Catalogue 1961, Pp. 24.

GRIFFIN & GLORGE, LID., Ealing Road, Alperton, Wembley. Middlesex: Catalogue of volumetric and lampblown glassware. Pp. 60.

WORLD TRADE

Survey of Greece's Chemical Potential.—American experts are to conduct three-month survey of chemical and pharmaceutical industry. A contract to that effect was signed in Athens recently between the representatives of United States concerns and the Greek State-controlled Industrial Development Corporation. survey will be conducted by St. Thomas Associates Inc., New York, and financed by the United States Operations Mission in Greece. Estimated cost of the investigation is \$34,200, of which \$24,200 is being paid by the mission.

German Investors in Italy. — West Germany topped the list of foreign investors in Italy last year, according to the Italian Foreign Trade Institute. Giving figures of foreign investments in productive enterprises, for which the operators concerned had asked in 1960 for the registration necessary under Italian law, out of a total of 35,100 million lire. West Germany's share was 10,400 million lire. Other investments

included (in million lire): the United States, 7,900; Switzerland, 5,400, France, 3,100; Britain, 2,400, and Panama, 2,100. Chemical and pharma-States, ceutical investments at 4,200 million lire were second only to investments by the electrical industries (5,800 millions).

Titanium Dioxide Plant for Natal. Work has begun at Umbogintwini, south of Durban, on the construction of a £3-million titanium dioxide factory for South African Titan Products. It is planned to manufacture up to 10,000 long tons of pigment a year — which should be sufficient to supply all the Union's requirements and leave some surplus for possible export. Dr. A. Roberts, general manager, said that the value of the factory's output should ultimately be in the region of between £2 millions and £3 millions a year. Production should start at the beginning of 1962. The project is a joint undertaking between African Explosives and Chemical Industries and the British Titan Products Co., Ltd.

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

Monday, February 20

FINCHI FY BRANCH, PHARMACEUTICAL SOCIETY, Bull and Butcher hotel, 1277 High Road, London,

N.20, at 8 p.m. Mr. C. C. Stevens on "Pharmacy and the Common Law."

PLYMOUTH BRANCH, PHARMACEUTICAL SOCIETY, Committee room, Greenbank Hospital, Plymouth, at 7.30 p.m. Professor A. D. Macdonald ' Drug Addiction.'

ROMFORD BRANCH, PHARMACEUTICAL SOCIETY, Unicorn hotel, Gidea Park, at 7.45 p.m. Discussion of Branch motions, Also "Atrial Septal Defect." (film).

SOCIETY OF CHEMICAL INDUSTRY, PESTICIDES GROUP, 14 Belgrave Square, London, S.W.1, at 5.30 p.m. Professor T, A, Bennet-Clark on 'Experimental Design in Pesticide Research.'

WOKING BRANCH, PHARMACEUTICAL SOCIETY, Red House hotel, Woking, at 8 p.m. Mr. W. R. L. Brown on "Why Educate the Pharmacist?"

Tuesday, February 21

BRIGHTON TECHNICAL COLLEGE, SCHOOL OF PHAR-MACY main hall, Richmond Terrace, Brighton, 7, at 7 p.m. Professor H. W. Miles on "Disease and Pest Control in Horticulture." First of six lectures.

GREAT YARMOUTH AND LOWESTOFT BRANTH, PHAR-MACELTICAL SOCIETY, Links hotel, Gorleston, at 7.45 p.m. Cosmetic demonstration by Mr. Hancock (Max Factor Hollywood and London (Sales), Ltd.),

HERTFORD BRANCH, PHARMACEUTICAL SOCIETY, Hertford secondary school, Mangrove, Hert-

ford, at 8 p.m. Members' night.

Oxfordshire Branch, Pharmaceutical Society, Oxford Eye Hospital, Walton Street, Oxford, at 8 p.m. Address on "Selling Colour Photography" by a speaker from Kodak, Ltd.

Brancti, New Cross inn, 323 New Cross Road, London, S.E.14, at 8 p.m. Dr. A. H. Beckett on "Pharmacy in America."

WEST KENT BRANCH, PHARMACEUTICAL SOCIETY, Hackwood hotel, Widmore Road, Bromley, Kent, at 8 p.m. Talk by Mr. M. Jackson (a member of the Society's Council).

WEST MIDDLESEX, HOUNSLOW AND WEMBLEY BRANCHES, PHARMATEUTICAL SOCIETY AND WEST MIDDLESEX DIVISION, BRITISH MEDICAL ASSO-CIATION, Town Hall, Queen's Hall, New Broadway, Ealing, London, W.5, at 8 p.m. Mr. G. Madden on "How your co-operation can make the 1!ealth Service work-administratively,

Wednesday, February 22

ROYAL INSTITUTE OF CHEMISTRY, technological research station, Spillers, Ltd., Station Road.

Cambridge, at 7.30 p.m. Dr. J. H. Purnell on "Applications of Gas Chromatography to Kinetic Studies."

SOCIETY OF CHEMICAL INDUSTRY, MICROBIOLOGY AND FOOD GROUPS, 14 Belgrave Square, London, S.W.1. Joint meeting. "The Microbiology of Deep-frozen Foods.'

Thursday, February 23

CHEMICAL SOCIETY, large chemistry lecture theatre, Imperial College of Science and Technology, London, S.W.7, at 10.30 a.m. Symposium on terpene chemistry.

GUY'S HOSPITAL MEDICAL SCHOOL, St. Thomas's Street, London, S.E.1, at 5.30 p.m. Dr. M. I. Grossman on "Regulation of Pancreatic Grossman on Secretion."

KING'S COLLEGE, Strand, London, W.C.2, 5.30 p.m. Professor G. B. Koelle on "Acetyl-cholinesterase in Synaptic and Neuroeffector Transmission."

SCHOOL OF PHARMACY, BRISTOL COLLEGE OF TECH-NOLOGY, Royal hotel, Bristol, at 7.45 p.m. Annual reunion dinner and dance.

Friday, February 24

BLACKPOOL BRANCH, PHARMACEUTICAL SOCIETY, and local branch, BRITISH DIABETIC ASSOCIATION, Imperial hotel, at 7.45 p.m. Joint meeting. Film show and demonstration on diabetes.

EDINBURGH AND SOUTH-EASTERN SCOTTISH BRANCH, PHARMA EUTICAL SOCIETY, Society's rooms, 36 York Place, Edinburgh, at 7.45 p.m. Papers by young branch members.

INSTITUTE OF RUBBER INDUSTRY, Café Royal, Regent Street, London, W.1, at 7 p.m. Annual dinner and dance.

SOCIETY FOR ANALYTICAL CHEMISTRY, MICRO-CHEMISTRY GROUP, Chemical Society, Burlington House, London, W.1, at 6.45 p.m. Annual meeting.

SOCIETY FOR ANALYTICAL CHEMISTRY, SCOTTISH SECTION, and ROYAL INSTITUTE OF CHEMISTRY, GLASGOW AND WEST OF SCOTLAND SECTION, Royal College of Science and Technology, George Street, Glasgow, C.I. Joint meeting: Ion Exchange,"

Saturday, February 25

YORKSHIRE BRANCH, GUILD OF PUBLIC PHARMACISTS, Bradford Royal Infirmary at 3 p.m. Talk by Mr. A. S. Howcrost (British Manmade Fibres Federation).

Advance Information

CONGRES INTERNATIONAL DE CHIMIE INDUS-TRIELLE, Bordeaux, France, September 28 to October 8.

PATENTS

COMPLETE SPECIFICATIONS ACCEPTED From the "Official Journal (Patents),"

February 8

Therapeutic compositions and the manufacture thereof. Upjohn Co. 864,710.

Pharmaceutical preparations for the prevention or relief of sunburn. Gale Baiss & Co., Ltd. 864.313.

Pharmaceutical substance for the treatment of car-cinoma, tumours and the like and process for making same. J. D. F. Doyle and M. C. F. Doyle, 864,740.

4,5-epoxy-3-keto steroid compounds and the preparation thereof. Soc. Farmaceutici Italia. 864,607.

4-substituted steroids. Soc. Farmaceutici Italia. 864,608.

Steroids and the production thereof. Mathieson Chemical Corporation. 864,346. Preparation of 4-chloro-3-keto- \triangle^4 -steroids.

Farmaceutici Italia, 864,609,

Process for the production of carboxylic acids.

Montecatini Soc. Generale per l'Industria Mineraria e Chimica. 864,351.

of steroid dehydrogenation products. CIBA, Ltd. 864,414.

Production of cyclohexanone. Monsanto Chemical Co. 864,353.

Steroids and the manufacture thereof. Upjohn Co. 864.380-81.

Process for the production of seasoning materials containing glutamic acid or a derivative thereof as the main constituent. Ajinomoto, K. K., and Sanraku Shuzo, K. K. 864,562.

Heterocyclic compounds and the manufacture

thereof. Upjohn Co. 864,356.

α-Ethyl-phenyl acetylurea. S.A. 864,536. Laboratoires Sapos,

Benzimidazoles, CIBA, Ltd. 864,698.

Antibiotic, phyllomycin. Farbenfabriken Bayer, A.G. 864,814.

N-substituted-4-phenyl piperidines. Parke, Davis & Co. 864,658.

Pyrimidylhydrazines. Imperial Chemical Industries, Ltd. 864,731.

Process and apparatus for influencing the growth of organisms. A. Goetz. 864,732.

Process for the oxidation of bis(p-alkyl-phenoxy) alkanes to the corresponding carboxylic acids. Imperial Chemical Industries, Ltd. 864,734.

Separation of organic compounds. British Petro-leum Co., Ltd., A. Goldup and W. T. Swanton, 864,661.

Heterocyclic compounds. May & Baker, Ltd. 864,820.

6-methyl steroids. The British Drug Houses, Ltd. 864,762.

Purification of dehydroacetic acid. Distillers Co., Ltd. 864.551

Heterocyclic salts. Imperial Chemical Industries, Ltd. 864,786.

Benzodiazepine 4-oxides and a process for the manufacture thereof. F. Hoffmann-La Roche & Co. 864,824.

Process for the manufacture of percarboxylic acids. Knapsack-Griesheim A.G. 864,803.

Purification of bacitracin. Commercial Solvents Corporation, 864,718.

Salts of kanamycin with amino acids and N-acyl amino acids and a process for their production, Chemie Grünenthal, G.m.b.H. 864,831.

Alkylene-imino-quinones. Farbenfabriken Bayer, A.G. 864,747.

4-hydroxy-3-keto-steroids and derivatives. Farmaceutici Italia. 864,610.

4-hydroxy steroid compounds and the preparation thereof. Soc. Farmaceutici Italia. 864,611

Steroid compounds. Soc. Farmacentici Italia. 864,612

4-substituted steroids. Soc. Farmaceutici Italia. 864,613.

4-Chloro-testosterone-17β-acylates. Soc. Farmaceutici Italia, 864,614

4-Chloro-testosterone-17β-acetate. ceutici Italia, 864,615,

Quinazoline 3-oxides and a process for the manufacture thereof. F. Holfmann-La Roche & Co. 864,825.

Thiono-phosphonic acid esters. Farbenfabriken Bayer, A.G. 864,632.

Process for the production of 3,5-dihydrocarbon substituted-4-hydroxy benzolc acids and the esters. Farbenfabriken Bayer, A.G. 864,720.

Thiophosphoric acid esters. Farbenfabriken Bayer, A.G. 864,433.

Apparatus for the storage of powdered materials. Imperial Chemical Industries, Ltd. 864,680.

Pressurised liquid dispensing containers. Riker Laboratories, Inc. 864,694.

Dispensing devices for aerosols. Rexall Drug Co., Ltd. 864,391-92.

Sanitary towel or the like and process of and apparatus for its manufacture. Cartiera di Cairate, S.p.A. 864,809.

Hypodermic or like needle sharpening apparatus, Commonwealth Scientific and Industrial Research Organisation, 864,651.

Reservoir tooth-brush. K. Horitz and N. Elston-Evans. 864.439.

Pyrazolo [3,4-d] v-triazine derivatives. CIBA, Ltd.

British patent specifications are obtainable (price 4s. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2.

TRADE MARKS

APPLICATIONS ADVERTISED BEFORE REGISTRATION

From the "Trade Marks Journal," January 25 For perfumes, essential oils and non-medicated toilet preparations (3)

GOLD ANCHOR, 801,026, by Ungerer & Co., Inc., New York, 13, U.S.A.

For all goods (3)

FLORAROME, B801,028, UNCO BRAND, UNCO SIMILE, 801,031-32, by Ungerer & Co., Inc., New York, 13, U.S.A. HELENE PESSL, B805,465, by Helene Pessl, Inc., New York. 22. U.S.A. CERNELLE, 809,015, by A. B. Cernelle, Vegeholm, Sweden.

For lipsticks, mascara, eye pencils, and eye shadow, all being cosmetle preparations (3)

BLACK COFFEE, 802,895, by Jane Seymour,

Ltd., London, W.1.
For perfumes, lipsticks, eyebrow pencils and

essential oils (3)
BABY DEAR, B805,331, by Helenc Pessl, Inc.,
New York, 22, U.S.A.

For perfumes, toilet preparations (not medicated), cosmetic preparations, dentifrices, depilatory pre-parations, toilet articles (not included in other classes), sachets for use in waving the halr, soaps and essential oils (3)

LESTAR, B805,548, by Lestar Laboratories, Ltd., London, E.C.1.

For sun-tanning preparations being non-niedicated toilet preparations (3)

TANSATION, 807,056, by Botany Industries, Inc., Reno, Nevada and Passiac, New Jersey, U.S.A.

For oil-removing and degreasing preparations (not for use in industrial processes or ln the course of manufacture) (3)

OILTONA, B808,055, by Oko Laboratories, Ltd., Harrow, Middlesex.

For antibiotic preparations containing chlorine (5)

CHLOROSTREP, 808,366, by Parke, Davis & Co., Detroit, 32, Michigan, U.S.A., and Hounslow, Middlesex. For preparations and substances for laundry use;

cleaning, polishing, scouring and abrasive preparations; and soaps (3)

FAIRSAIL, 809,838, by Fastnet Sails, Ltd., Leyland, Lancs.

For cleaning and polishing preparations and abrasive preparations (3) CONVERTO-POL, 811,283, by Plastic Polishes,

Ltd., Croydon, Surrey.

For pharmaceutical preparations and substances

TRILGAR, 793,075, by Beecham Research Laboratories, Ltd., Brentford, Middlesex, LES-TAR, B805,549, by Lestar Laboratorics, Ltd., London, E.C.1. TAGITON, 812,041, by Diva Laboratorium A.G., Zurich 37, Switzerland. For all goods (5)

TENSIVAL, 804,300, by Distillers Co. (Biochemicals), Ltd., Speke, Liverpool, 24. NORE-SONE, 804,880, by Parke, Davis & Co., Detroit 32, Michigan, U.S.A., and Hounslow, Middlesex. CERNELLE, 809,016, by A. B. Cernelle, Vegeholm, Sweden. LEVITON, B809,478, by British Schering, Ltd., London,

For preparations and substances for laundry use; cleaning, polishing, scouring and abrasive pre-

parations; soaps, perfumes, essential oils, cosmetic preparations (not being tollet preparations), hair lotions and dentifrices (3)

GUS, 799,958, by Great Universal Stores, Ltd., Manchester, 12.

For antibiotics, antibiotic preparations and preparations containing antibiotics (5)

RONDOMYCIN, 806,365, by Chas. Pfizer & Co., Inc., Brooklyn, New York, U.S.A. For pharmaceutical and veterinary preparations

BIO-MINDIF, 807,124, by Boots Pure Drug-

Co., Ltd., Nottingham.
For antibiotics and antibiotic preparations (5)

PREDNAMYCETIN, 808,809, by Parke, Davis. Co., Detroit, 32, Michigan, U.S.A., and Hounslow, Middlesex.

For pharmaceutical preparations and substances for human and veterinary use, for administration by rubbing (5)

HEXARUB, 810,698, by Phillips, Scott & Turner, Ltd., Newcastle-upon-Tyne, 1.

insecticides and moth-repelling and mothdestroying preparations, all for sale in the United Kingdom but not excluding goods for export to the Irish Republic (5)

FLORET, 811,262, by Reckitt & Sons, Ltd., Hull, Yorks.

For pharmaceutical preparations and substances,

all for infants (5)

INFANTINOL, 802,970, by British Glandular Products, Ltd., London, W.8. For pharmaceutical, veterinary and sanitary sub-

stances (5) APTOPEN, 811,782, by Lovens Kemiske Fab-

riks Handelsaktieselskab, Ballerup, nr. Copenhagen, Denmark. For preparations for the destruction of animals

and of plants; pesticides, parasiticides and insecticides (5) MORROCID, 812,416, by Farbwerke Hoechst, vormals Meister Lucius & Brüning,

Frankfurt on Main-Hoechst, Germany. For electric shavers and parts (8)
SAFARI, 812,022, by Kent Kordless, Ltd.,

Birmingham, 3. For razor blades (8)

Device with word LUXAR, B803,308, by Sandrik Dolné Hámre, Národny Podnik, Dolné Hámre, Czechoslovakia.

For optical, photographic and cinematographic apparatus and instruments and parts, etc. (9) PANA, B800,844, by Sawyer's, Inc., Portland, Oregon, U.S.A.

For photographic and chematographic instruments, apparatus and utensils and parts and fittings (9)

OLYMPIA, B803,323, by Photopia, Ltd., Newcastle, Staffs.

CONTEMPORARY **THEMES**

TETRACYCLINE. Selective localisation of, in mito-chondria of living cells. Science, January 20. DIGITONIN. An evaluation of the use of, for the analysis of faecal sterols. Nature, February 11.
TRYPSIN. Action of, on Bence-jones protein derivatives. Nature, February 11.
EXPERIMENTAL BURNS. Local treatment of, with a

monoamine oxidase inhibitor. Nature, February 11.

TUMOUR-PROMOTION by lime oil in the mouse forestomach. Nature, February 11.

Toxic hazard from nethyl "cellosolve." INSECTICIDE DIMETHOATE. formulating the, in methyl Nature, February 11.

LYSINE as a mosquito attractant. Nature, February 11.

GELATIN CAPSULES. Methods and machines for making. Manf. Chemist, February THROMBOLYSIS and thrombolytic agents. J. Amer.

ined. Ass., January 28.
Barbers' College. J. Amer. med. Ass., Janu-

THIACETAZONE and isoniazid. Lancet, February 11. THYROID, B.P. Why does anybody use it?

Lancet, February 11. REACTIONS to injections of different volumes.

Lancet, February 11.

PERFUMERY and cosmetics in the U.S.S.R. S.P.C., February.

PERFUME OIL production in Morocco. S.P.C., February.

HORMONLS new and old. Vet. Rec., February 11.

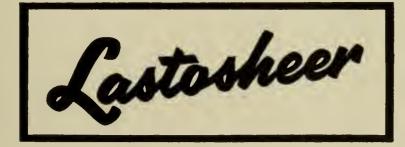
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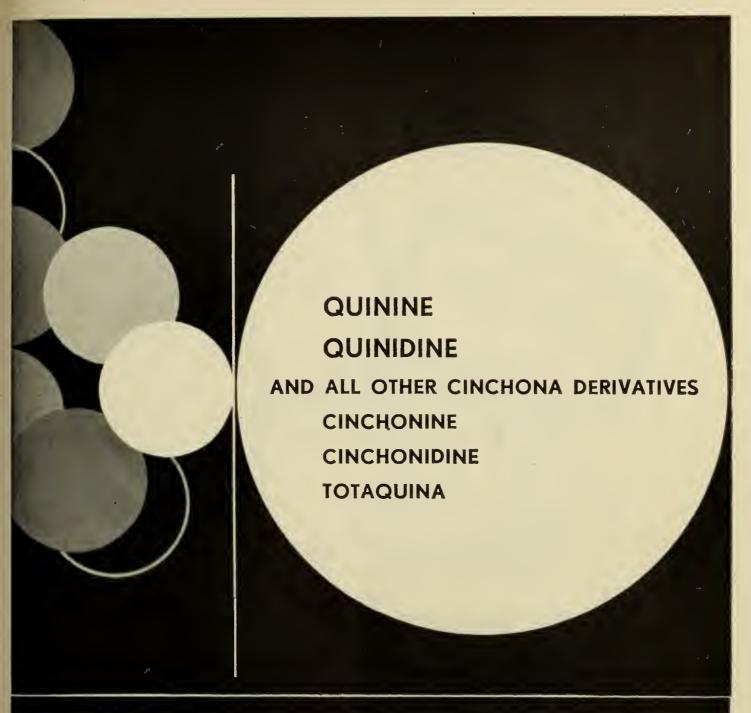
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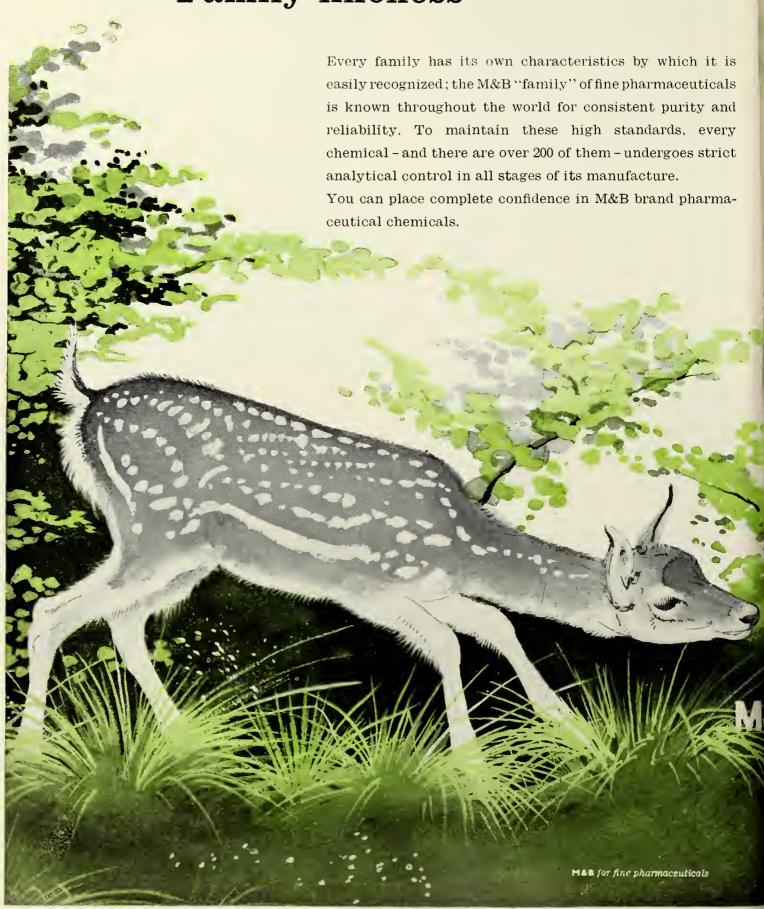
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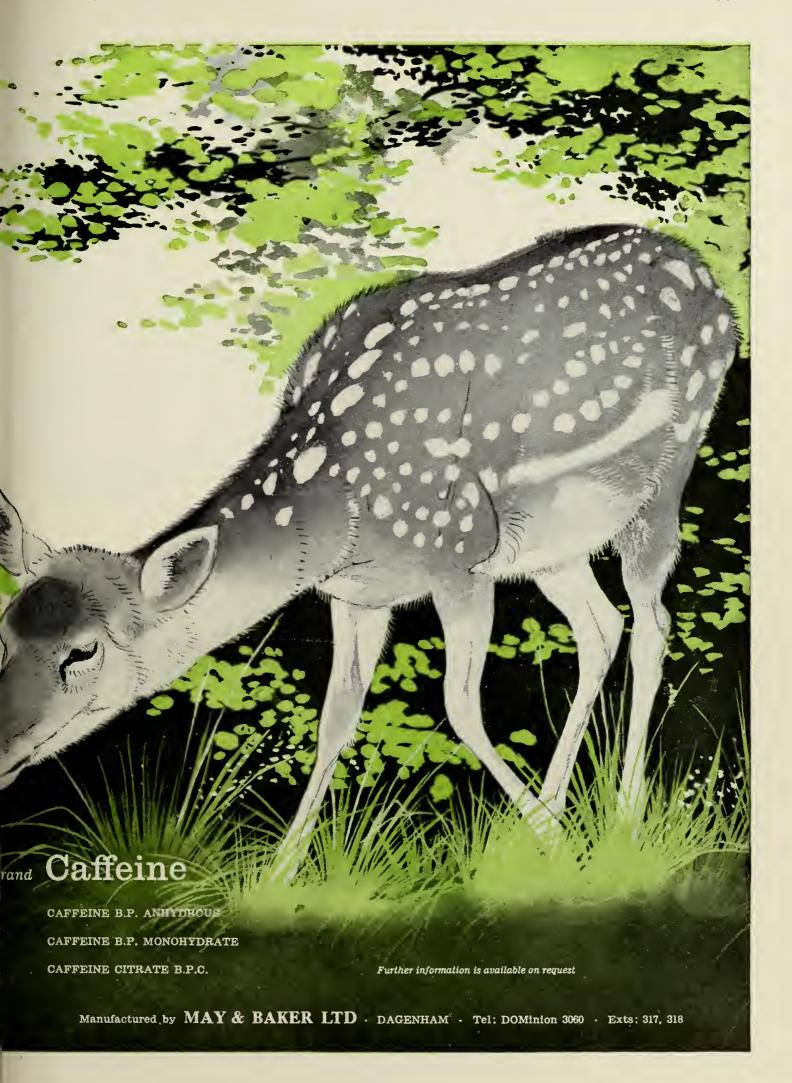
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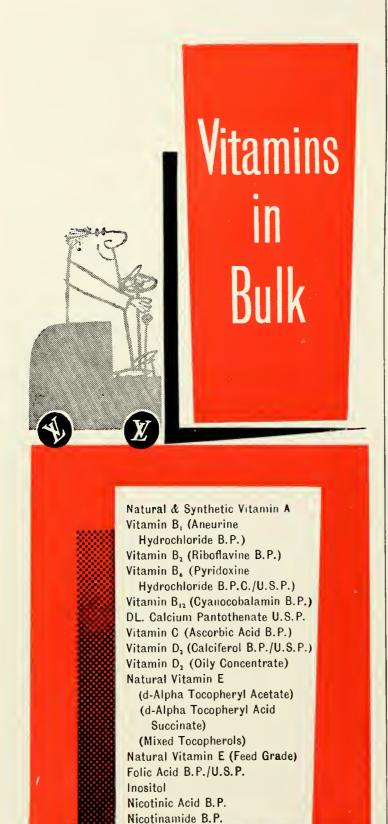
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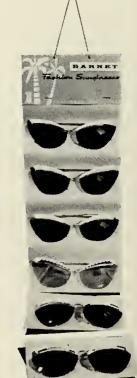
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All types of mycotic skin infections can be expected to respond to the application of S.7 Powder used both as a treatment and prophylactic. Its combined fungicidal and antibacterial action attacks both primary and secondary infections.

FORMULA 1% bis-(2-hydroxy-5-chlorophenyl) sulphide in a starch derivative base.

PRESENTATION 15 g. insufflator Trade Price 2/1d + P.T. 75 g. insufflator Trade Price 4/11d + P.T.



CALMIC

CALMIC LIMITED . CREWE . CHESHIRE

Tel: Crewe 3251 (7 lines) LONDON: 2 Mansfield St. Tel: Langham 8038/9





Now after thorough product and market-testing during 1960, Lilia-White introduce this new advanced disposable napkin method—launching you into bigger profits and bigger business than ever!

Remember, Golden Babe is not just new business, it's new *repeat* business for you—up to 2 years or more for every baby!



Big Nation-wide Advertising for you!

Big spaces in Sunday Pictorial, Woman, Woman's Own, mothercraft publications, etc., also the highly influential nursing journals—big demand wherever you are!

Advertising breaks March 20th



Big EXTRA BONUS for you-5'- per case!

On orders placed from February 13 to March 25 you can make, over and above your normal profits, an EXTRA 5/- a case! Exact amount depends on how many cases you order, but your profits will be between 34% to 44% on napkins and between 45% to 55% on pants.

THE GOLDEN BABE

DISPOSABLE NAPKIN METHOD

APKINS: The gayest, brightest, most appealing of all okin packs, containing 12, 24 or 48 napkins—2 gross okins per case. Napkins are extra-absorbent with super t-strength and shaped to fit for perfect comfort.

ANTS: Very attractive new-type polythene eve pack. 4 sizes, for every baby of nappy age. its are pocketed specially for Golden Babe okins, and made of new landlised white plastic, t and durable, with trouble-free button tenings. One sample napkin free in every k of pants.

tractive retail prices:

NTS: Small & Medium, 3 6.

Large & Extra-large, 3/11.

PKINS: 1 doz. 2,4; 2 doz. 4/8; 4 doz. 8/9.

sh in on the bonus offer!

sh in on the national advertising—starting rch 20th.

sh in on the repeat business that every lden Babe sale will bring you!



Golden Babe

THE MODERN DISPOSABLE NAPKIN METHOD

Another



product

JA-WHITE (SALES) LTD., BESSEMER ROAD, WELWYN GARDEN CITY, HERTS.



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COTTON WOOLS

ILLMOND-COTTON WOOL DISPENSER PACK

Package has tuck-in ends and can be re-sealed. Hygiene ensured. Elegant design of pack makes it perfect for a lady's dressing table. Only as much as is needed is pulled out at a time.

B.P.C. quality cotton wools. Hospital quality cotton wool (Drug Tariff). Sterilised and Unsterilised in all weights, for Home and Export.

Quantities labelled with your own labels from $\frac{1}{2}$ oz. to 16 oz. standard packets.

Bottle neck wool, filter pads, gauze and cotton tissue B.P.C. Quality. Respirator refills.

PACKING MATERIALS

NEEDLELOOM FELTS

for thermal, sound and vibration insulation and protection.

COTTON WOOLS

Bleached and Unbleached Rolls from 2 in. to 40 in. wide, weights 3 oz. per sq. yd. upwards.

Sized Waddings. Cut Sizes or Rolls.

E. ILLINGWORTH & CO. (Bradford) Ltd.

SHELF MILLS, SHELF, NR. HALIFAX, YORKS.

Tel BRADFORD 76261/9 Grams "ILLMOND BRADFORD"



THE CHEMIST AND DRUGGIST

The weekly newspaper for pharmacy and all sections of the drug, pharmaceutical and fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and the Pharmaceutical Society of Northern Ireland

Volume 175

February 18, 1961

No. 4227

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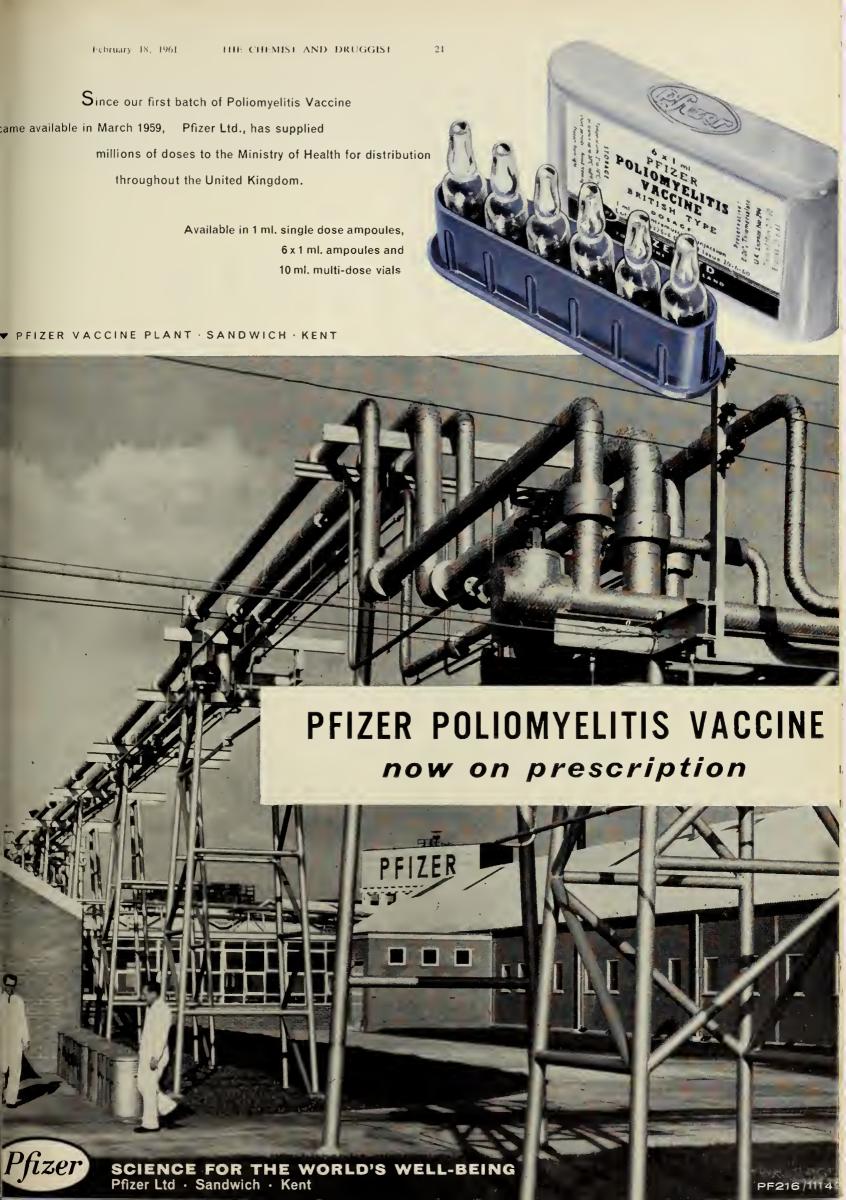
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BRETTENHAM HOUSE, LANCASTER PLACE, LONDON, W.C.2

Phone: TEMple Bar 6785/6/7, 0251/2, 1942/3. Grams: Menformon, Rand, London



every woman

wants to know...so we're telling her...

Women are eager, anxious to know more about internal protection.

Some have only heard rumours about it . . . hints, whispers. What's it all about? We tell her. Our new advertising campaign, written in close consultation with a woman psychologist, is calculated to allay a woman's doubts, answer all her questions plainly, without embarrassment.

Some women know about internal protection...but they're not quite happy about it. Again we explain — simply, as a friend—we explain about Lil-lets, their reliability, their comfort and how much easier they are to use.

It's facts all the way — facts she's glad to hear, to read in detail. Facts every woman will welcome as the healthy approach to her personal problems. Facts that tell her over and over again about Lil-lets.

every woman

wants to try...so we're selling her...

We believe once a woman tries Lil-lets — she's converted. Converted to internal protection at its simplest, easiest — converted to Lil-lets for good!

These compelling new advertisements will do just that: persuade her to take that vital step. And persuade her again and again in half pages in all her favourite magazines: half pages always next to her editorial reading. Our campaign gives extensive coverage of such magazines as Woman, Woman's Mirror, Vanity Fair — a total readership of over four million 16-34 year old women! Attractive display and point-of-sale material follows up this interest at once. With the mood right, and the readership right — then the time's right, too, to expect a great new selling boost for LIL-LETS!

CUMULATIVE LIST OF AMENDMENTS TO THE C.&D.

Quarterly Price List

DECEMBER 1960

T	HIS WEEK'S CHANGES GIVEN SEPARATELY AT END	Delete A.S.A. (413 Lilly) Pulvules all sizes Asmal (901 Norton)
	Abicol (147 Boots) tablets 100 14 0ea 18 8†s4B	tablets 100 60 0
)elete	500 64 0ea 85 4†s4B Acidol-pepsin (97 Bayer) tablets 500 Acme (7 Acme) vacuum flasks	1000 240 0
	Rambler 16 oz 46 6 5 7 4 11 Wayfarer 16 oz 54 4 6 6 6 6 7 36 oz 90 1 10 10 10 11 slim 8 oz 48 10 5 11 5 11	$\begin{array}{cccccccccccccccccccccccccccccccccccc$
	Voyager 8 oz 48 10 5 11 5 11 16 oz 63 4 7 7 7 8	A'suma (301 Coty) perfume
Polete	jugs No. 5 16 oz 131 6 15 10 15 11 Chiltern 16 oz 288 0 34 8 35 0 Ripple flasks all sizes	corn and wart paint
)elete	Tartan flasks all sizes Acthar (61 APC) lyophilised intramuscular or subcutaneous	10 oz 33 0 16 6 6 3 Fullers earth cream tin 8 0 2 0 1 3 lavender water (toilet) 5 oz 20 0 10 0 3 6 10 oz 33 0 16 6 6 3
	$ \begin{array}{cccccccccccccccccccccccccccccccccccc$	mcnthol and wintergreen balin tube 16 0 4 0 2 6
	75i.u. 78 0 †TS	Delete iced lavender water
	intramuscular or subcutaneous 20i.u./mil 5 mils vial 20 0ea	Basket of Flowers (1070 Windsor) soap toilet2112 56 6 13 94 7 gross gross Beaucaire (100 Beaucaire)
	Adcortyl-A (1176 Squibb) suspension . 5 mlls 43 6 65 3 TS Adheron (1052 Revlon) 1201 33 0 16 6 5 6	cleaning fluid 1 gall 312 0 39 0 Beauty on a Budget (1063 Rimmel) cold cream 9 0 4 5 1 6 cleansing milk 9 0 4 5 1 6
	Adreson (917 Organon) . 40 76 0 9 6 pl tablets 5 mgm . 40 76 0	Cologne solid 9 0 4 5 1 6 deodorant perfumed . 9 0 4 5 1 6 eye pencils 9 0 4 5 1 6 shadow stick . 9 0 4 5 1 6
	25 mgm 20 156 0 19 6 pl 40 306 0 38 3 pl 100 720 0 90 0 pl 500 3600 0 450 0 pl	cream 9 0 4 5 1 6 face powder 9 0 4 5 1 6 compressed 9 0 4 5 1 6 hand beauty cream 9 0 4 5 1 6
	Aidex (339 CG) 17 0 4 3 2 6 Airwick (23 Airwick) aerosol mist 33 9 3 9 floral mist 33 9 3 9	hair lacquer refill 9 0 4 5 1 6 lipstleks 9 0 4 5 1 6 liquid liner for cyes 9 0 4 5 1 6
	fly killer	liquid make-up 9 0 4 5 1 6 mascara .9 0 4 5 1 6 nail lacquer 9 0 4 5 1 6
	tablets 20 ngm 20 2 5ca 3 8 pls7 Altafur (1153 SKF) tablets 250 mgm 20 40 0ea 60 0 200 380 0ea 570 0	remover
	Ambray (617 Holloway) bath salts bottle small 182 17 6 8 9 2 11 large 181 30 0 15 0 5 0 coffret . 180 52 6 26 3 8 9	skln beauty cream 9 0 4 5 1 6 twin powder puffs 9 0 4 5 1 6 vitamin skin food 9 0 4 5 1 6 whiteglow 9 0 4 5 1 6
	Ambre Antique (301 Coty) perfunc	Becosym (1074 Roche) tablets
	Amplex (67 Ashe) tablets standard 30 13 7 3 4½ 1 10 Anacobin (179 BDH) anpoules 1 mil 10	500 116 0 14 6 Delete Benadon (1074 Roche) tablets 20 mgm 25 Benemid (837 MSD) tablets 100 45 0ea 67 6
	50 mgm/mil 25 78 0 9 9 100 mgm/mil 25 96 0 12 0 1000 mgm/mil 3 48 0 6 0 25 336 0 42 0	500 218 0ea 327 0 Benerva Compound (1074 Roche) tablets 100 20 0 2 6
	Angier (493 Gambles) junior aspirin tablets 50 12 0 3 0 1 9 Anti-Bi-San (451 F&J)	500 58 0 7 3 1000 96 0 12 0 Bengue's (115 Bengue) new balsam ½ oz 17 6 4 3 2 4
	childs	1 oz 27 6 6 8½ 3 8 Betnelan (518 Glaxo)
	llquld 2 oz 28 0 7 0 3 11 olntment tube 19 0 5 0 28 3 2 0 8 0 4 6 59 0 15 0 8 3	tablets
elete	jar 16 oz 208 0 52 0 29 0 Apolomine (97 Bayer) tablets 25 and 250	Delete medicine measure 2 oz M203 Bex-Bissell (560 Halex)
relele	Apolomine-plus (97 Bayer) tablets 25 and 250 April Violets (1355 Yardley) dusting powder1909 72 0 36 0 12 0	shampoo master W400 45 0ea 67 6 Bickiepegs (122 Bickiepegs) 14 3 1 7
	talcum	Bimez (649 ICI) suspension 500 mils 60 0ea 90 0 pls4B

the original half-volume, ideally balanced, TRIPLE ANTIGEN

- * DIPHTHERIA
- * TETANUS
- * WHOOPING COUGH



BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) LONDON

~		EDMEN	1 10	THE CHEM.	IST AND DRUGGIS	I Fe	oruary 18, 196
	ag (655 1CC) wder	lə 2 :	3 10 2	: 0	100	32 6ea	TS
_	a-Rex (1053 Rexall)		7 1 3		Cogentin (837 MSD) tablets 2mgm 100	155 0ea 20 0ea	TS
por	wder		6 1½ 3 9 6 5		Co-Hydeltra (837 MSD)	90 0ea	135 0 †84B
tab	olets 40	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	4 4 ½ 2	6	tablets 5 mgm , 30	11 0ea 32 6e a	TS
	Velvet (1155 S&N)		8 9 5		Colgate (280 CP) 500	155 0ea	TS
	nd lotion 264 265		5 3 1 8 3 2		dental cream	$\begin{array}{cc} 14 & 7 \\ 20 & 11 \end{array}$	3 8 1 11 5 2 2 9
" S	Street (1355 Yardley) Spray Mist '2747	87 0 43	3 6 14	6	Colistol (328 CCC) 12 oz	$\begin{array}{cc} 27 & 10 \\ 135 & 0 \end{array}$	6 11 3 8 33 9 17 10
am	al (413 Lilly) sodium poules 0.5 gm 50 mils pen-V (147 Boots)	88 0	11	0 †s1s4A	suspension 80 mils 16 oz	11 4ea 63 1ea	17 0 TS 94 2 TS
	pension 60 mgm 60 mils 125 mgm 60 mils	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	5 9		Coopers (295 CM&R) aerosol fly killer	33 9	94 2 15
sul	forte 60 mils pha suspension 60 mils	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	18	6 ts4BTS	ant killer	62 3 33 9	6 11 3 9
Delete too	rt's (219 Calvert) th powder		3 6½ 1	11	dry cleaner	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	6 11 3 9
Delete Camp		mils 6			garden spray	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	3 9 6 11
	bottles 10 colon Forte (97 Bayer) bottle n (236 Carven)				mothproofer woodworm killer	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	3 9 6 11 3 9
coff	ret, three perfume 6890 (747 Leo)	36 0ea 18	0ea 72	0	Co-Pyronil (413 Lilly)	62 3	6 11
	ection 5 mgm 5 mils 1	51 0 42 0ea	5 56	8	Pulvules 25	4 0ea 12 0ea	6 0 18 0
tab	lets with reserpine 25 100	48 0 14 0ea	5 18	4 8	Cordocel (267 C&A)	110 0ea	165 0
	(786 MacDonald)	64 0ea	85	4	antiseptie cord powder Corega (1178 Stafford)	24 0	3 0
ban	dage w.o.w. 1 in \times 3 yd $1\frac{1}{2}$ in \times 4 yd 2 in \times 4 yd	2 3 3 8 4 7			(distributors 451 F&J) denture powder	26 0 .	3 3
	$ \begin{array}{c} 2 & \text{in } \times 4 \text{ yd} \\ 2 \frac{1}{2} & \text{in } \times 4 \text{ yd} \\ 3 & \text{in } \times 4 \text{ yd} \end{array} $	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	• •		Cortel (1263 Upjohn) aeetate ointment 1 % 20 gm	8 Sea	TS
Chero	4 in × 6 yd line (1329 White)	12 1			50 gm 2½% 5 gm	17 6ea 5 6ea	TS
cou	gh linctus 4 oz (1388 Durazone)	15 0 3	9 2	0	20 gm 50 gm	17 5ea 39 6ea	TS TS TS
	osol garden spray weed killer	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	4	11	ointment BNF 1% 20 gm 50 gm	8 8ea 17 6ea	TS
pine	e disinfectant 1 gal	15 9 18 9 3 10ea	1		2½ % 5 gm 20 gm	5 6ea 17 5ea 39 6ea	TS TS TS
	al disinfectant all sizes ender disinfectant	5 10ea	• •		Cortelan (518 Glaxo) tablets 5 mgm 50	8 0ea	10 8 TS
	all sizes hu (122 Bickiepegs)				25 mgm 40 100	25 6ea 60 0ea	34 0 TS 80 0 TS
Chym	ar (61 APC)	18 0	2	0	Cortico (324 Crookes) 500	300 0ea	400 0 TS
Chypr	eous vial 5 mils (301 Coty) h oil 076	30 0ea 61 0 29	9 10	6	gel long-acting 20i.u./mil 5 mlls 40i.u./mil 5 mlls	16 9ea 27 6ea	†TS
		$ \begin{array}{ccccccccccccccccccccccccccccccccc$	3 21	0	Cortisone (837 MSD) acetate tablets 5 mgm 50	8 0ea	TS
brill	liantine 036 any skin perfume 058	33 0 16		9	25 mgm 40 100	25 6ea 60 0ea	TS TS
	ting powder 060 de toilette 013	84 0 41 35 0 17	1 6	6	Cortisone (1263 Upjohn) 500	300 Oea	TS
	015 016 017	50 6 24 78 0 38 130 0 63	0 13	9 6 6	tablets 25 mgm 20 40 Cortistab (147 Boots)	12 9ea 25 6ea	$\begin{array}{ccc} & & \mathbf{TS} \\ & & \mathbf{TS} \end{array}$
	d lotion 068 Turne 010	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	3 7	6	tablets 5 mgm 40	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	8 6 TS 21 0 TS
peri	2900 2901	78 0 38 147 6 71	0 13	6	500 25 mgm 40	882 0 306 0	98 0 TS 34 0 TS
	2903	$\begin{array}{cccc} 260 & 0 & 126 \\ 462 & 6 & 225 \end{array}$	6 80	0	100 500	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	80 0 TS 400 0 TS
	umed sachets S7	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	7 5	0 6	Cortisyl (1087 Roussel) tablets 5 mgm 20 500	38 0 840 0	4 9 TS 105 0 TS
tale	bath	19 0 4 33 6 8 27 6 13	2 4	6 6 9	25 mgm 20 40	156 0 306 0	105 0 TS 19 6 TS 37 9 TS
	067 stick 019	50 6 24 43 6 21	7 8	9	100 500	720 0 3600 0	90 0 TS 450 0 TS
Delete Cilopr	ine (768 Cilag) 5 mils and Clear (1052 Revlon)				Spray 1 oz	102 0	12 9 TS
	skin	61 6 30 61 6 30		3	ophthalmic oint ment 2·5% 3 gm tablets 10 mgm 25	48 0 96 0	6 0 TS 12 0 TS
	Lawn (1037 Reckitt) dkiller	16 0 28 0	2	0	tablets 10 mgm 25 100 20 mgm 20	360 0 153 0	12 0 TS 45 0 TS 19 1½TS
inse	Leaf (1037 Reckltt) etieldc	28 0		6	topical ointment non-greasy	720 0	90 0 TS
Codelc	ets 1 mgm 100	7 9ca		TS	0·5 % 15 gm 1 % 15 gm	48 0 78 0	6 0 TS 9 9 TS
	5 mgm 30	30 0ea 9 0ea 26 0ea		TS TS TS	50 gm 2·5% 5 gm 15 gm	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	26 3 TS 8 3 TS 19 6 TS
Co-Da	100 500 Itra (837 MSD)	26 0ea 120 0ea	• •	TS	50 gm greasy 1% 15 gm	474 0 78 0	19 6 TS 59 3 TS 9 9 TS
	ets 5 mgm 30	11 0ea	• •	TS	2.5% 5 gm	66 0	8 3 TS

for the relief of migraine

tablets of 'DISTAVAL' combined with **ERGOTAMINE TARTRATE**

THE DISTILLERS COMPANY (Biochemicals) LIMITED SALES DIVISION, LIBerty 6600, LONDON



February 18, 1961

Dele

	15 gm	156 0)	19	6 TS		Cussons (338 Cussons)						
	lotlon 1% 20 mils with neomycin Coty (301 Coty)	93 0		11 12	7½TS		apple blossom soap (3) 2068 blue hyacinth soap (3) 2091 damask rose talcum 4701	15 15 11		3 3 5	81 81 61	2 2 2	0 0
	astringent 361 avocado milk 370	39 0 50 0	24 5	6	6	Delete Delete	dcodorant Cologne 5498/99						
	cream powder	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	32 5	5 11 1	6	Delete Delete		35	6	17	31	5	6
	elcansing cream 730 & 735 731 & 736	$\begin{array}{ccc} 33 & 0 \\ 61 & 0 \end{array}$	$ \begin{array}{cccccccccccccccccccccccccccccccccccc$	5 10	9	Dente	Imperial Leather after shave lotion 5303	11	5	5	62	2	0
	cycbrow pencil 325 eye lights 420 brnsh 419	29 0 50 6 36 0	24 7	5 8 5	9	Delete Delete Delete	after shave powder 4458				•		
	eye shadow pencil 366 foundation cream 545 & 546 lotion 352	39 0 43 6 39 0	21 3	6 7 6	6	Delete	llquld brilliantine5302	15	6	7	64	2	9
	hand treatment cream 28T 28	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	15 7 32 5	5 11	6	Delete	lilac blossom soap2131 talcum4702 4445	15 11	3 5	3 5	$\frac{8\frac{1}{2}}{6\frac{3}{4}}$	2	0
	homogenised cream 741 742 instant beauty 392	$\begin{array}{cccc} 43 & 6 \\ 73 & 6 \\ 39 & 0 \end{array}$	35 10	7 12 6	6	Dette	linden blossom soap2094 toilet2109	15 9	3 6	3 2	$8\frac{1}{2}$ $3\frac{3}{4}$	2	0
	lipstiek	50 0 39 0	24 5	8	6	Delete Delet e		11	5	5	6‡	2	0
	refill 202 mascara 322 refill 322Bis	$ \begin{array}{cccc} 26 & 0 \\ 43 & 6 \\ 29 & 0 \end{array} $	21 3	4 7 5	6		wlld lavender skin perfume 5747	29	3	14	3	6	0
	roll-on 426 refill 427 nail enamel	$\begin{array}{ccc} 61 & 0 \\ 39 & 0 \end{array}$		10 6			solution 62.5 mgm 60 mils 125 mgm 60 mils	3 6	10ea 4ea			5 9	9 TS 6 TS
	"Super-Sheen" 490 "Pearlidescent" 491	37 6 50 6	24 7	6	9		CVK with Sulphas (2 Abbott) solution 62.5 mgm 60 mils	4	8ea			7	
	remover 611 rouge crcam 94 powder F	$\begin{array}{cccc} 33 & 0 \\ 21 & 6 \\ 21 & 6 \end{array}$	10 6	5 3 3	9	Delete	Cyclonal (971 PSMB) sodium tablets 250 mgm 100				••		,
	sub-tint 65 540	$\begin{array}{ccc} 16 & 0 \\ 37 & 6 \end{array}$	7 10	2 6	9 6		Cytacon (518 Glaxo) liquid 6 oz 80 oz	36 33	0 9ea			4 45	0
	Vanite Parisienne2098 refill 2098R puffs 98/LP	$ \begin{array}{cccc} 101 & 0 \\ 32 & 0 \\ 8 & 6 \end{array} $	15 7	17 5 1			tablets 50 mcgm 25 250	36 22	0 6ea			30	0
	"Vitamel" 360 vitamin A-D cream 377 378	50 0 50 0 89 6	24 5	8 8 15	6 6 6		ampoules 1 mil 250 mcgm 6 1000 mcgm 3	40 48	6			4 5	6
	vltamin balancer 368 & 369 wrinkle erean 749	61 0 43 6	29 9	10	6		Damaskin (284 Colloidal)	87	ŏ			9	8
	Coty for men after shave lotion 513 shaving stick 50	50 0 30 0		8	6		leg make-np large Dandricide (414 Elliman)	27	0		6	4	
	refill 50Bis talcum 565	19 6 27 6	4 9	3 4			Danistol (328 CCC) eapsules for cattle 4	51 90	0	12 22	10 6	7 11	
	Covatin (1310 WW) tablets 50 500	66 4 494 9			†84B †84B		eapsules for cattle 4 slieep 25 Dearborn (361 Dearborn)	202	6	50	7		9
	Coxidan (328 CCC) 1 lb Cremostrep (837 MSD)	211 6		27			mercolized wax Decortisyl (1087 Roussel)	27	0	13	6	4	6
lete	liquid 3 oz Crescent (318 CP) cyclash grower	6 6 6 6 0	ea	9	9 †s4B 0		tablets 1 mgm 100 500 5 mgm 30	$93 \\ 360 \\ 108$	0 0		• •	11 45 13	7½ TS 0 TS 6 TS
	Crolax (324 Crookes) tablets 30	20 0	5 0	2	11		100 500	312 1440	0			39 180	0 TS 0 TS
lete	Crolax (324 Crookes) capsules al Crown V.P.D. (328 CCC) vet.		33 0 ea	19			Deep (102 CB) soap treatment Delta-Cortef (1263 Upjohn)	20	0	5	0	3	0
	Crystapen (518 Glaxo) oral liquid 2 oz	5 40	ea	8	o TS		tablets 5 mgm 30	9 26	(ea 0ea		• •		TS TS
	Crystapen G (518 Glaxo) syrup 125 mgm/5 mils 60 mils	4 00	ea	6	0 TS		Delta-Cortelan (518 Glaxo) tablets 1 mgm 100	120	0ea 9ea			10	TS 4 TS
	Crystapen V (518 Glaxo) suspension 62.5 mgm/5 mils 60 mils	3 10	ea	5	9 TS		500 5 mgm 30 100	30	0ea 0ea		••	40 12	0 TS 0 TS
	125 mgm/5 mils 60 mils	6 46	ea	9	6 TS		Deltacortone (S37 MSD) 500	$\frac{26}{120}$	0ea 0ea		• •	34 160	8 TS 0 TS
	syrup 125 mgm/5 mils 60 mils Cuckoo (543 Fecher) bables car caps	6 46 44 0	ea 2 0	9	6 TS		tablets 1 mgm 100 500 5 mgm 30	7 30 9	9ea 0ea 0ea		 		TS TS TS
	pumlce stone Culmak (332 Culmak)	3 9	1 10½		8 .		100 500	$\frac{26}{120}$	0ea 0ea		•		TS TS
	shaving brushes Spartan Junior	29 2 35 10	7 3 9 0	4 5	3		Delta-Cortril (969 Pfizer) tablets 1 mgm 100 500	93 360	0 0			11 45	7½ TS 0 TS
	Traveller	42 11 55 0 66 8	10 9 13 9 16 8	6 8 9	3 0 9		5 mgm 20 100	$\begin{array}{c} 72 \\ 312 \end{array}$	$0 \dots 0$			9 39	0 TS 0 TS
	Saloou Plus	$\begin{array}{ccc} 97 & 6 \\ 97 & 6 \end{array}$	$\begin{array}{ccc} 24 & 5 \\ 24 & 5 \end{array}$	14	3 3		enteric 2·5 gm 100 500	1440 216 1040	0			27	0 TS 0 TS 0 TS
	50/50 50/50 Traveller Prince	143 9 155 5 170 10	$\begin{array}{ccc} 36 & 0 \\ 38 & 11 \\ 42 & 9 \end{array}$	21 22 25	9		Delta-Cortril D.A. (969 Pfizer) topical ointment 0.25%		0				
	50/50 Mark II No. 30	225 0 185 0 242 6	56 3 46 3 60 8	33 27 35	0 0 6		5 gm 15 gm Delta-Genacort (502 Genatosan)	48 126	0	:			0 TS 9 TS
	No. 55 Sovercign	331 11 352 6	$\begin{array}{ccc} 83 & 0 \\ 88 & 2 \end{array}$	48 51	6		tablets 1 mgm 100 500	$\frac{93}{360}$	0			45	8 TS 0 TS
	No. 84	465 0 502 6 600 0	116 3 125 8 150 0	68 73 87	0 6 6		5 mgm 20 100 500	$72 \\ 312 \\ 1440$	0 0 0			39	0 TS 0 TS 0 TS

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	Deltastab (147 Boots) tablets 1 mgm 30		3 2 TS	Duromine (1061 Riker) capsules 15 mgm 30 8 8ea 2 2ea 15 2	
	5 mgm 30 100	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	10 4 TS 40 TS 12 0 TS 34 8 TS	30 mgm 30 78 0ea 19 6ea136 6 30 mgm 30 11 0ea 2 9ea 19 3 300 89 4ea 22 4ea156 4	
	Deltastab B (147 Boots) tablets 5 mgm 30	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	160 0 TS 12 0 TS 34 8 TS	dyes hot water 8 0 1 0 cold water 8 0 1 0 Easy (509 Glbbs) shaving stlck 16 9½ 4 1 2 0	
Delete	Delton (714 Koray) 500 10 100	1440 0	160 0 TS	refill	
Delete	Denisoi (1106 S) paste Dentural (1106 S) 8 oz. Dentural (1106 S)	20 6 5 1 20 6 5 1	3 0	Eau de Coty (301 Coty) 4 oz 78 0 38 0 13 6 8 oz 139 0 67 9 24 0 16 oz 231 0 112 7 40 0	
	Deri (1070 Windsor) soap toilet2510 bath2520 Detensyl (829 MBL)	9 3 2 3 18 6 4 6	1 3 2 6	Efcortelan (518 Glaxo) eye ointment 2½% 3 gm 4 0ea 5 4 TS lotion ½% 100 mils 17 0ea 22 8 TS 1% 20 mils 7 9ea 10 4 TS 1% 100 mils 31 9ea 42 4 TS	S
	tablets 50 500 Detigon (452 FBA)	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	5 6 44 8	ointment 1% 15 gm 6 6ea 8 8 Ts	8
	linctus 4 oz De Witt's (372 De Witt) antacld powder	48 0 12 0 15 0 3 8	7 0 2 0	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	8
	catarrhal cream	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	3 9 6 6 2 6	1 % 15 gm 4 0ea 5 4 TS tablets 20 mgm 100 60 0ea 80 0 TS Efcortelan-N (518 Glaxo)	3
	Dex (831 Meggeson) Pastilets Di-Adreson (917 Organon)	29 0	3 6	lotlon 1% 20 mils 8 3ea 11 0 TS olntment 15 gm 6 9ea 9 0 TS Elastocrepe (1155 S&N)	
	tablets 1 mgm 30 100 500	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	4 6 pl 11 7½ pl 45 0 pl	wrist straps 2½ in. wide 3112 17 3 2 0 Elastoplast (1155 S&N) dressing strips	
	5 mgm 30 100 500	$ \begin{array}{cccccccccccccccccccccccccccccccccccc$	13 6 p1 39 0 p1 180 0 p1	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	
	Di-Adreson-F (917 Organon) tablets 1 mgm 30	36 0 93 0	4 6 pl 11 7½ pl	first aid dressings4106 8 9 1 0 4111 17 3 2 0 first aid outfits No. 1 4447 99 0 11 6	
	5 mgm 30 100 500	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	45 0 pl 13 6 pl 39 0 pl 180 0 pl	No. 2 4448 99 0 11 6 pocket strips4100 10 9 1 3 waterproof first aid dressing7106 8 9 1 0	
	Diamond (333 Cupal) corn solvent	12 3 3 0	180 0 p1 1 9	waterproof medical and	
	Dilosyn (179 BDH) syrup 4 oz tablets 25	60 0 60 0	7 6 †s4B 7 6 †s4B	factory first aid outfit 7447 99 0 11 6 waterproof pocket strlps	
	Dimyril (502 Genatosan) capsules 20	480 0 38 0 9 6	60 0 †s4B 5 6	Delete Elityran (97 Bayer) tablets 100 Emeraude (301 Coty)	
	Diphtheria pertussis prophylac ampoules ½ mil × 3 vial 5 mils	tic (938 PD) 45 4 80 0	5 8 10 0	creamy skin perfume 058 73 6 35 10 12 6 perfume 010 61 0 29 9 10 6 4004 636 0 310 1 110 0	
Delete	Discord (876 MP) Disioal (221 Camden) tablets 50 mgm 1000		170 0	1000 mgm 1 216 0 27 0 tsl	1s4A 1s4A
	Distaquaine-V (378 DCBL) elixir 2 oz	4 11ea	7 4½TS	Enterofagos (829 MBL) ampoules 5 28 0 3 4 10 46 0 5 6 50 210 0 25 0	
	fortc 1½ oz Distaquaine V-K (378 DCBL) suspension 2 oz	11 10ea 6 4ea	17 9 TS 9 6 TS	Erasmic (509 Gibbs) shaving stick 16 11½ 4 1½ 2 3 refill 10 0½ 2 5½ 1 4	
	Distivit (378 DCBL) B12 ampoules 250 mcgm/mil 5	2 10ea	4 3	Ergoapiol (261 Christy) 68 7 17 2 10 0 Erythrocin I.M. (2 Abbott) disposable syringe	
	1000 mcgm/mil 5 vlal 5 inils (vet)	6 0ea 5 8ea	9 0 8 6	50 mgm 1 mil 5 2ea 7 9 TS 2 mils 6 8ea 10 0 TS Erythromycin (1263 Upjohn)	
	250 mcgm/mil 30 mils 1000 mcgm/mil 10 mils Dixor (379 Dixor)	10 8ea 11 4ea	16 0 17 0	tablets 100 mgm 25 10 3ea TS 100 38 10ea TS	,
	overnight cream tube Dor (563 Hampshire) stick perfumed	15 0 7 6 206 3 101 10	2 6 2 9	$250 \ \mathrm{mgm} \qquad \qquad 25 \qquad 21 3 \mathrm{ea} \qquad \qquad \qquad \mathrm{TS} \\ 100 \qquad 83 6 \mathrm{ea} \qquad \qquad \qquad \mathrm{TS}$,
	unperfumed	gross gross 202 3 49 11 gross gross	2 4	Eucry! (430 Eucry!) tooth powder large 14 0 3 6 1 11	
	Dorothy Gray (385 DG) stay-matt Dramal (976 PS&T)	43 0 22 0	7 3	Delete Eumydrin (97 Bayer) solution tablets 100 Euthymel (938 PD) toothpaste 12 8 3 2 1 10	
	diet food Dramamine (1121 Searl)	76 6	8 6	Evan Williams (437 EW) hand cream, large 15 10 7 11 3 6 Evening in Paris (150 Bourjois)	
	injections 250 mgm/5 mils 6 tablets 50 mgm 36 100	27 6ea 8 4ea 21 8ea	41 3 †s7 12 6 †s7 32 6 †s7	skin perfume 27 2 13 7 4 9 Ever Ready (438 ER) corn knife 31 5 7 10 4 6	
	Drummer (406 WE)	104 6ca 203 4ea	156 9 †s7 305 0 †s7	Corrux blades (5)	
	aerosol air purifier fly killer	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	3 9 3 9 6 11	Ex-Lax (440 Ex-Lax) 6 7 6 1 101 1 0 Eyemakers a la Carte (1052 Revion)	
	junior air freshener Durazone (1388 Durazone) toilet rolls 4 oz 6 oz	72 0gross 58 6gross 114 0gross	9 6 1 0	eycbrow pencil propelling 93 0 46 6 15 6 eye shadow stick . 58 6 29 3 9 9 mascara roll-on refills 58 6 29 3 9 9 frosted 105 0 52 6 17 6	

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	3 3 2/T 6	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	9 2	4	soap 3 oz tablets 45 12 9 3 2 1 8 ccdar wood soap 87 12 9 3 2 1 8
()elete	Fair Lady (876 MP) all produc Fair Lady Rose (876 MP)				Gralac (63 Arnold) auxiliary cream 42 0 21 0 7 0
	perfume talcum Farleys (448 Farleys)	$\begin{array}{cccccccccccccccccccccccccccccccccccc$		6	66 0 33 0 11 0 hair colour restorer . 42 0 21 0 7 0 66 0 33 0 11 0
	rusks	$\begin{smallmatrix}7&7&\ldots\\14&5&\ldots\end{smallmatrix}$	1	9½ 6	Halex (560 Halex) Delete chamber non-spill F519
	fernings (1100JS) fever mixture Feravol (228 Carlton)	17 8 4	5 2	4	Delete nail brush surgical D524 Delete tooth-brush minor short A190
	syrup 4 oz 8 oz	34 0 60 0	4		Halo (280 CP) shampoo sachet 5 0 1 3 8 Handy Pads (102 CB)
	Fersamal (518 Glaxo)	42 6ea			nail varnish remover . 20 0 10 0 3 3 Hard'n Fast (923 OG) nail dry 72 0 36 0 12 0
	syrup 6 oz tablets 100	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	4	4	H.E. (1063 Rimmel) aerated shaving lather 48 0 12 0 7 0
	Fibrosine (655 ICC) balm Fleids (462 Field)	20 0ea 26 6 6	8 3		after bath body rub
	French flowers talcum French pink talcum	18 3 9 18 3 9			after shave lotion 30 0 15 0 5 0 anti-dandruff shampoo 41 2 10 3½ 6 0 after bath Cologne 39 0 19 6 6
	French moss talcum Filon (1320WP)	18 3 9		0	deodorant spray 36 0 18 0 6 0 stick 30 0 15 0 5 0
	tablets 100	264 0 66			pre-electric shave lotion 36 0 18 0 6 0 tonic hair dressing 36 0 18 0 6 0
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	large woodworm killer 5 oz	60 9 33 3		11	Beauty Cap 81 3 4 1 10 6 Glgi 69 0 3 5½ 8 11 Glitter Band 100 0 5 0 12 11
	crawling insect killer 5 oz	33 3		9	$\begin{array}{cccccccccccccccccccccccccccccccccccc$
	garden insect	60 9		11	Rollacap 46 0 2 3½ 5 11 Delete Healo (339 CG) C141
	killer 5 oz large air freshener 5 oz	33 3 60 9 33 3		9 11 9	C142 Heel Pillo (1108 SMC) . 11 6 7 1 6
	large sprayer	60 9 29 0	6	11	Hi and Dri (1052 Revlon) roll-on deodorant0851 49 6 24 9 8 3
	continuous action Floret (1037 Reckltt) C	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	4	9	Hosettes (1108 SMC) 22 6 1 2 2 11 Hydeltracin (837 MSD) 15 mils 8 0ea 12 0 Hydro-Adreson (917 Organon)
	Florinel (1176 Squibb)	54 4	6		eye ointment 2.5% 3 gm 48 0 6 0 p1 skin lotion 1% 20 mils 93 0 11 7½ p1
	lotion 15 mils ointment 5 gm with Graneodin	7 6ea 4 0ea	11		skin ointment & cream 0.5% 15 gm 48 0 6 0 p1
	lotlon 15 mlls olntment 5 gm	11 0ea 5 3ea	16	6 TS 10½TS	$\begin{array}{cccccccccccccccccccccccccccccccccccc$
	Four Seasons (301 Coty) Cologne1906	39 0 19	0 6		2.5% 5 gm 66 0 8 3 pl 15 gm 156 0 19 6 pl
	1905 1904 1903	66 6 32 121 6 59 173 6 84	3 21	0	50 gm 474 0 59 3 p1 Hydrocortistab (147 Boots)
	Twistick 019 Fovane (583 HP)	43 6 21			$\begin{array}{cccccccccccccccccccccccccccccccccccc$
	tablets 50 mgm 30	19 2ea 60 0ea	28	0	15 gm 156 0 17 4 TS eve ointment 2.5% 3 gm 48 0 5 4 TS
elete	Franol (97 Bayer) tablets 250 Freesia (1355 Yardley)	290 0ea	435	U	lotion 1% 20 mils 93 0 10 4 TS
	halr oll	$\begin{array}{cccc} 24 & 0 & 12 \\ 27 & 0 & 13 \end{array}$	0 4 6 4		
elete	Freezheat (191 BVF) Twlnkup jug laminated PVC	body			tablets 20 mgm 100 720 0 80 0 TS
	Freshaire (295 CM &R) Freshman (876 MP)	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	6	9	Hydrocortisyl (1087 Roussel) eye ointment 2.5% 3 gm 48 0 6 0 TS skin cream and ointment
	after shave hairflx refill	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	6 2 6 1	6	0.5% 15 gm 48 0 6 0 TS 50 gm 132 0 16 6 TS
	Gala (876 MP) nail colour	27 0 13	6 4	6	1% 15 gm 78 0 9 9 TS 50 gm 210 0 26 3 TS
	swivel refills Gallinex (328 CCC) 1 pt	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	0 5 10		$\begin{array}{cccccccccccccccccccccccccccccccccccc$
	Gantrisin (1074 Roche) syrup 100 mils 500 mils	68 0 320 0	8 40	6 †s4B 0 †s4B	skin lotion 1% 20 mils 93 0 11 $7\frac{1}{2}$ TS tablets 10 mgm 25 90 0 11 3 TS
	tablets 20	48 0 192 0	40	0 †s4B	20 mgm 25 180 0 22 6 TS Hydrocortone (837 MSD)
olete	Gardenal (971 PSMB) 500	920 0	115	0 †84B	$\begin{array}{cccccccccccccccccccccccccccccccccccc$
	sodlum gr 11000 Genacort (502 Genatosan) cream 0.5% 15 gm	40 D			$\begin{array}{cccccccccccccccccccccccccccccccccccc$
	cream 0.5% 15 gm 1% 15 gm lotlon 1% 20 mils	48 0 78 0 93 0	6 9	0 TS 9 TS 8 TS	eve ointment 2:5% 3 gm 4 0ea TS
	15 gm	48 0 78 0	6	0 TS 9 TS	$\begin{array}{cccccccccccccccccccccccccccccccccccc$
	Genexal (1045 R) 12 Gibbs (509 Gibbs)	33 0	4	6	120 mils 39 0ea TS ointment 0.5% 15 gm 4 0ea TS
	dentifrice Goya (532 Goya) bath dusting powder 16		1 1	2	1% 15 gm 6 6ea <u>TS</u>
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tablets 100 mgm 24 100 500 500 250 mgm 12 100 500 12 100 500 12 100 10	37 0 75 0 37 6 40 0	3 11 12 6 5 0	ex-hard "Contour" "Pedigree" soft texture "Stoutheart" "Harley Street" "Shorthead" nylon "Longhcad" nylon "Longhcad" nylon Klik (563 Hampshire) healthguard spray Nelete Knlght's (707 Knight) RTU warfarin Kobler (1253 Turnpenny) electric razors Classic home + car Export	28 0 3 6 28 0 3 6 28 0 3 6 23 4 2 11 23 4 2 11 23 4 2 11 24 0 1 9 25 6 10 5 5 6 24 0 3 0 156 1ea 39 0ea 262 0 173 0ea 43 3ea 290 6 134 9ea 33 8ea 233 4
liquid 8 oz 32 oz 32 oz 32 oz 32 oz 32 oz	80 0	10 0 29 6 15 7 †s1s4A 12 11 †s1s4A 20 0 †s1s4A 12 6 †s1s4A 3 10 5 11 1 3 E	Junlor Lady Triplex V-Matic home + car Kolantyl (838 MN) gel	84 6ea 21 2ea142 0 139 1ea 34 10ea234 0 179 1ea 44 9ea300 6 171 8ea 42 11ea288 6 190 7ea 47 8ea319 11 15 8ea 3 11ea 27 5 15 0 3 9 2 0 26 0 6 6 3 6 109 0 30 4 16 0 135 0 46 0 24 4 18 0 2 0 † 30 0 7 5 4 gross gross
mammoth ovals 2002 Jasmin de Corse (301 Coty) perfume	98 0 23 103 gross 182 6 44 53 gross 636 0 310 1 7 6 1 10½ 40 0 70 0 24 0 12 0 30 0 15 0 22 6 11 3 30 0 15 0 45 0 22 6	2 1	L'Aimant (301 Coty) bath oil	61 0 29 9 10 6 121 6 59 3 21 0 61 0 29 9 10 6 33 0 16 1 5 9 202 0 98 6 35 0 73 6 35 10 12 6 84 0 41 0 14 6 35 0 17 1 6 0 50 6 24 7 8 9 78 0 38 0 13 6 130 0 63 4 22 6 33 0 16 1 5 9 43 6 21 3 7 6 61 0 29 9 10 6 78 0 38 0 13 6 147 6 71 11 25 6 260 0 126 9 45 0 462 6 225 6 80 0 636 0 310 1 110 0

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clete	Linhof (1017 PO) trlpods Clampod	192 150 75 129 100 79 100 636 14 17 61 121 61 121 61 33 73 84 35 50	0ea 34 8ea 38 2ea 53 8ea 8ea 8ea 8ea 8ea 8ea 0ea 37 0 64 0 25 0 25 0 310 0 6 0 25 0 310 0 6 0 25 0 310 0 6 0 29 0 29 0 10 0 29 0 10 0 20 <	3 3ea 27. 3 9ea 38 68 105 105 105. 3 0 2. 7 6ea 26. 7 6 1. 4 6 2. 6 0 14. 6 1 11. 6 11. 6 11. 6 11. 6 11. 6 11. 6 11. 7 1 1	5 10 3 3 0 0 0 0 6 6 6 6 6 7 7 7 0 0 6 9 6 6 6 0 9 6 6 6 6 0 9 6 6 6 6 6	Delete Delete Delete		45 7 27	0 29 0 49 6 111 6 177 0 338 0 563 0	7 11 2 9 3 5 8 4 12 7 20	2 0 2 11 5 0 †s4B 18 0 †s4B 17 6 †s4B 12 9 16 6 25 6 10 6 17 6 39 6 630 0 20 0 00 0 7 6

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	aerosol	076 074 071 036 012	38 3 . 67 6 . 61 0 121 6 61 0 33 0 202 0 73 6 84 0		4 3 7 6 10 6 21 0 10 6 5 9 35 0 12 6 14 6		Paris (301 Coty) bath oil bath salts brilliantine creamy skin perfume dusting powder eau de toilette	060	330 0 61 0 121 6 61 0 33 0 73 6 84 0 35 0	29 9 59 3 29 9 16 1 35 10 41 0 17 1	10 21 10 5 12 14 6	3 †s1s4A 6 0 6 9 6 6
	face powder hand lotion perfume	000 013 015 016 050 068 010 0600 0601	35 0 50 6 78 0 130 0 33 0 43 6 61 0 66 6 121 6	17 1 24 7 38 0 63 4 16 1 21 3 29 9 32 5 59 3	14 0 8 9 13 6 22 6 5 9 7 6 10 6 11 6 21 0		hand lotion perfume	015 016 017 068 010 7500 7501 7502 7503 7504	50 6 78 0 130 0 43 6 61 0 78 0 147 6 260 0 462 6 636 0	24 7 38 0 63 4 21 3 29 9 38 0 71 11 126 9 225 6 310 1	8 13 22 7 10 13 25 45 80	9 6 6 8 6 0 0
	perfumed sachets soap toilet bath taleum	6002 6003 6004 . S7 . 082 . 080 . 066 067	216 6 414 0 580 0 32 0 19 0 33 6 27 6 50 6 43 6	105 7 201 10 282 9 15 7 4 8 8 2 13 5 24 7 21 3	37 6 71 6 100 0 5 6 2 6 4 6 4 9 8 9 7 6	Delete Delete		S7 082 080 066 067 019	32 0 19 0 33 6 27 6 50 6 43 6	310 1 15 7 4 8 8 2 13 5 24 7 21 3	110 5 2 4 4 8 7	0 6 6 9 9 8
	Muse (301 Coty) perfume Nailoid (31 AP) manieure cream	6106 6104	147 6 636 0 8 9 23 6	$ \begin{array}{cccccccccccccccccccccccccccccccccccc$	25 6 110 0 1 6 3 11	Delete	yellow oxide of mero Peniciliamine (378 DC)	cury eye o BL) 100 L) 2 oz		 	615 5	0 TS 6 TS
Delete Delete	Nasofen (147 Boots) nasal drops Neophryn (97 Bayer) Neoselarom (97 Bayer) Neowit (1091 Rybar) capsules	r) 2 oz and 30	24 0 . % 4 oz 8 oz 84 0 . 24 0 .		3 0 10 6 3 6		suspension potassium syrup Penicillin-V-Sulpha (41 suspension Penitriad (971 PSMB) granules for 2½ oz	60 mils 60 mils	3 10ea 3 10ea 4 8ea 78 0		5 5 7 9	9 TS9 TS0 †s4BTS9 †s4BTS
	Nescafe (883 Nestle)	4 oz 8 oz 1 oz 2 oz 4 oz 8 oz 24 oz	44 0 15 10 . 29 10 . 56 3 . 108 0 . 289 6 .	11 0	6 6 1 6 2 10 5 4 10 3 27 0		Penotrane (1305 WB) silicone cream 60 gm 200 gm 500 gm Penvikal (971 PSMB) granules for 1½ oz Pepsodent (955 Pepsod		5 Oca 12 Oca 25 Oca 76 O	•••	7 18 37 9	6 0 6 6 TS
	blend 37 decaffeinated New Era (887 New E biochemic tissue sa "Schuessler" cabi	lts	$\begin{array}{c} 36 & 10 \\ 60 & 9 \\ \end{array}$ $\begin{array}{c} 41 & 0 \\ 68 & 0 \\ 206 & 0 \\ 432 & 0 \\ \end{array}$		3 6 5 9 6 0 10 0 30 0 63 0		tooth-paste Peritrate (1310 WW) tablet sustained acti Pertusa (147 Boots) 20	on 50 500 oz.	14 4½ 21 4½ 10 4ea 60 0ea	3 5 5 1	1 2	
	Nilevar (1121 Searl) tablets 10 mgm Nivea (1155 S&N) creme	25 50 250	35 10ea 67 4ea 313 4ea 9 0		53 9 †s41 101 0 †s41 470 0 †s41	B B	Phanodorm (97 Bayer) Phillips (976 PS&T) toothpaste Pifco (983 Pifco) foot massager		13 11 20 7 53 3	3 6 3 5 2 1 1 3 0	1 2 84	
	Ilquid	368 363 364 370A 268 267	15 0 27 0 10 0 72 0 15 0 27 0	7 6 13 6 5 0 36 0 7 6 13 6	2 6 4 6 1 8 12 0 2 6 4 6		Pilease (78 AS&Co) ointment Pineate (655 ICC) cough syrup Pin-Up (955 Pepsodent home perm	··)	19 3 20 8 33 7 52 5	4 9 5 2 15 11 1 24 11	2	0 9 6 9
Delete	Novalgin (97 Bayer) (Nucta (1192 SGD) shampoo "Bonnie" Nurse Sykes (1307 Wa	2 oz 4 oz terhouse)	5 2 12 2 17 6	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	9 1 9½ 2 7		Pipanol (97 Bayer) tab Piptal (114 Benger) tablets 5 mgm Pitressin (938 PD) amp	5 mgr	n 250		12	
Delete	bronchial balsam Octaflex (1305 WB) r Ophthalmo-Antipeol (ointment	829 MBL) tube	19 0 33 0 17 0 32 0 96 0	4 9 8 3 4 0 8 0	2 9 5 0 2 5 pls1 4 6 pls1 12 0 TS	1	1 mil Plaisir (Raphael) (386 lbath oil Pleniron (695 TK) liquid Polimylex (208 BW)	100	56 0 68 0	28 0 17 0	9	6
	Ototrane (1305 WB) adhesive ear paint Otto of roses/jasmine bath cubes dusting powder soap toilet	5 gm	72 0 dsor) 21 0 55 3 11 9		9 0 3 6 9 3 1 8		ampoule 1 mll Poliomyelitls (969 Pfize ampoule 1 mil vial 10 mils Polivirin (518 Glaxo)	1	48 0 270 0 32 6ea		5 30 43	
Delete Delete	bath talcum powder Outdoor Girl (876 MP) eye pencil refill nail white pencil over-30 cream.	2340/41 $2360/61$	21 11 21 0	5 4 10 3	3 2 3 6		ampoules 1 mil Ponds (256 CPL) dry skin cream moisturising foundat cream	tube	48 0 270 0 14 10 15 10		2 2	TS TS

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lete	tube jar	15 10 14 10	7 11 7 5	2 8 2 4	mascara & eye pencil sets 12 0 6 0 2 0 rouge 7 6 3 9 1 3
lete	tissues	22 6 27 0 21 0	13 6 10 6	2 6 4 6 3 6	Delete Prominal (97 Bayer) tablets \(\frac{1}{2}\) gr 1000 \(\frac{1}{2}\) gr 1000 \(\frac{3}{2}\) gr 1000 \(\frac{1}{2}\)
	bubble bath drum2231 eau de Cologne368 frosted lavender129	$\begin{array}{cccc} 21 & 0 \\ 24 & 0 \\ 42 & 0 \\ 21 & 0 \end{array}$	$\begin{array}{cccc} 6 & 0 \\ 21 & 0 \\ 10 & 6 \end{array}$	3 6 7 0 3 6	cushions
	Cologne 370 fragrance 491 "Here's Tae Ye" 2007	$\begin{array}{ccc} 21 & 0 \\ 21 & 0 \\ 29 & 6 \end{array}$	10 6 10 6 14 9	3 6 3 6 4 11	40 46 0 5 9 200 194 0 24 3 Radox (634 GH)
	lavender oil	18 0 15 0 17 6 13 6	9 0 7 6 8 9 6 9	3 0 2 6 2 11 2 3	bath salts 14 8 7 4 2 3 26 2 13 1 4 0 Redcio (1215 Teasdale) lozenges linseed licorice & chlorof. 1 8 58 3
	"Syphon" pack 2013 violet oil 459 Precortisy! (1087 Roussel) skin cream 0.25% 15 gm	$ \begin{array}{cccccccccccccccccccccccccccccccccccc$	9 0	3 0 9 4½ TS	linseed, licorice & chlorof. 1 8 $5\frac{5}{8}$ 3 4 lb 2 8lb $9\frac{1}{2}$ lb 5 0 Red Roses (1355 Yardley) talcum
	0.5% 5 gm 15 gm skin lotion 0.25% 20 mils	$\begin{array}{cccccccccccccccccccccccccccccccccccc$		6 0 TS 15 9 TS 11 3 TS	$ \begin{array}{cccccccccccccccccccccccccccccccccccc$
	Prednisolone (837 MSD) tablets 1 mgm 100 500 5 mgm 100	7 9ea 30 0ea 26 0ea	• •	TS TS TS	100 24 7 6 14 3 3 Replique (Raphael) (386 Douek) bath oil
	Prednisolone (938 PD) tablets 1 mgm 25	120 0ea 32 0	• • •	TS 4 0 TS	aquamarine bath cubes 9056
	100 500 5 mgm 25 100	$ \begin{array}{cccccccccccccccccccccccccccccccccccc$	••	11 8 TS 45 0 TS 11 3 TS 39 0 TS	ean de toilette0964 87 0 43 6 14 6 0965 141 0 70 6 23 6 lotion 4 oz0807 46 6 23 3 7 9
	Prednisone (938 PD) tablets 1 mgm 25	1440 Oea 32 O	• •	180 0 TS 4 0 TS	5 oz0801 53 6 26 9 8 11 6 oz0839 66 0 33 0 11 0 deodorant0882 51 0 25 6 8 6 soap0798 72 0 18 0 10 6
	100 500 5 mgm 25 100	$ \begin{array}{cccccccccccccccccccccccccccccccccccc$		11 8 TS 45 0 TS 11 3 TS 39 0 TS	spray mist0785 177 0 88 6 29 6 taic0607 63 0 31 6 10 6 beauty case9982 110 0ea 27 6ea192 6
	700 500 Predasin (518 Glaxo) tablets 50	3 10 lea		180 0 TS 5 2 TS	build up0788 129 0 64 6 21 6 checkstick0701 51 0 25 6 8 6 cuticle massage cream 0240 57 0 28 6 9 6 oil0400 36 0 18 0 6 0
	Prednelan (518 Glaxo) tablets 1 mgm 100	28 6ea 7 9ea		38 0 TS 10 4 TS	remover0405 36 0 18 0 6 0 creamy0241 51 0 25 6 8 6 face powder0614 37 6 18 9 6 3
	5 mgm 30 100 500	30 0ea 9 0ea 26 0ea 120 0ea	• •	40 0 TS 12 0 TS 34 8 TS 160 0 TS	frosted profile0222 49 6 24 9 8 3 ipstick Lanolite0523 69 0 34 6 11 6 refill0556 39 0 19 6 6 6 Lustrous0574 69 0 34 6 11 6
	Prednisone (147 Boots) tablets 1 mgm 30 100	28 6 93 0		3 2 TS 10 4 TS	refill0557 39 0 19 6 6 6 lipstick case Futurama 0502 64 6 32 3 10 9 0505 64 6 32 3 10 9
	5 mgm 30 100 500	$ \begin{array}{cccccccccccccccccccccccccccccccccccc$		40 0 TS 12 0 TS 34 8 TS 160 0 TS	liquid rouge0702 46 6 23 3 7 9 nail cream0301 36 0 18 0 6 0 enamel regular0101 33 0 16 6 5 6 frosted0111 49 6 24 9 8 3
	Prednisone (1263 Upjohn) tablets 5 mgm 30 100	9 0ea 26 0ea		TS TS	gold0120 57 0 28 6 9 6 nail fix0306 41 6 20 9 6 11 non-smear remover0419 24 0 12 0 4 0
	Prednlsone (969 Pfizer) 100 500	93 0 360 0		TS 11 7½ TS 45 0 TS	non-smudge remover 0424 33 0 16 6 5 6 solvent 0427 24 0 12 0 4 0 sun bath normal 0696 51 0 25 6 8 6
	5 mgm 30 100 500	$ \begin{array}{cccccccccccccccccccccccccccccccccccc$	• •	13 6 TS 39 0 TS 180 0 TS	0695 63 0 31 6 10 6 sensitive 0609 57 0 28 6 9 6 0697 69 0 34 6 11 6 Rexall (1053 Rexall)
	Predsol (518 Glaxo) eye ointment . 3 gm eye/ear drops . 3 mils	3 9ea 4 0ea	••	5 0 TS 5 4 TS	children's aspirin 50 12 0 3 0 1 9 Rhino-Antipeol (829 MBL) ointment tube 17 0 4 0 2 5
	lotion 0·1% 20 mils 0·25% 20 mils ointment 0·25% 15 gm	11 3ea 4 3ea 7 6ea 6 3ea	• •	15 0 TS 5 8 TS 10 0 TS 8 4 TS	32 0 8 0 4 6 Rhyso-Val (276 C&C) dragees 100 36 0 4 0 †s4B Ricory (883 Nestle) 4 oz 21 0 2 0
	0.5% 5 gm 15 gm Predsol (518 Glaxo)	4 Oea 10 6ea	• •	5 4 TS 14 0 TS	Ricory (883 Nestle) 4 oz 21 0 2 0 Rikospray (1061 Riker) silicone hp 46 0ea 11 6ea benzocalne hp 36 0ea
	retention enema box of 7 Predsol-N (518 Glaxo) eye ointment 3 gm	45 6ea 4 3ea		60 8 TS 5 8 TS	Risunal (503 G) cream 20 gm 28 6 7 1½ 4 2 Robe d'un Soir (236 Carven)
	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	4 3ea 12 0ca 4 9ea 8 0ea	• •	5 8 TS 16 0 TS 6 4 TS 10 8 TS	perfume 2 oz
	olntinent 0.25% 15 gm 0.5% 5 gm 15 gm	6 9ea 4 3ea 11 0ca	• •	9 0 TS 5 8 TS 14 8 TS	bath disk1103 14 6 3 6½ 1 11 hand cream1117 15 6 7 6½ 2 6 brown windsor soap
	Preparation "H" (655 ICC) suppositories 6 Pretty Quick (1240 Tokalon) (dlstributors 327 WC)	26 6	6 8	3 6	toilet1451 8 9 2 1½ 1 2 bath1452 17 6 4 3¼ 2 4 HI-White family pack 5050 150 0 1 3 gross
	compact refill	$\begin{array}{ccc} 15 & 0 \\ 10 & 6 \\ 6 & 0 \end{array}$	7 6 5 3 3 0	2 6 1 9 1 0	handy size5047 60 0 6 gross soap flakes5081 208 0 1 8
	face powder small hand cream	$egin{array}{ccc} 9 & 0 \\ 7 & 6 \\ 12 & 0 \\ \end{array}$	$\begin{array}{cccc} 4 & 6 \\ 3 & 9 \\ 6 & 0 \end{array}$	1 6 1 3 2 0	soap toilet1101 6 11 1 . 8 1 11 luxury size1106 11 4 2 9 1 6
	lipstick	15 0	7 6	2 6	talcum powder1115 16 9 8 2 2 9

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	Robinson's (285 Colma							food	8 oz	23	9	2 6
	lemon & orange squa Roccal (97 Bayer)	shes 26 oz	25 0		2	6		Skylon (461 FL) feeding bottle	16 oz		2	4 9
	antiseptic	6 oz 16 oz	43 (2 5	5 4		Snowfire (563 Hampshir	re)	13 154		1 8
Delete	cream all sizes 8.7 (218 Calmle)	80 oz	150 0)	17	6		booling tablets	• •	gross 59	8 gross 8 14 9	8
	cream dusting powder	30 gm 15 gm	$\begin{array}{ccc} 46 & 0 \\ 25 & 0 \end{array}$	6 3	6	8 1 8				gross 150 gross	6 37 2	1 8
	jelly	75 gm 15 gm	59 0 26 0		8	7 91				18	~	2 0
	colour-gloss oil glamour hair rinse		38 0 38 0		6	4		Soothene (727 Lane) antiseptic ointment Speedway (438 ER)	1 oz	17 1	1 4 6	2 6
	hair dye bleach white henna		44 0 44 0 38 0	22 0		4 4		s/eage blades (6)	• •	27 1 (24 pk	0 6 11½ (ts) (24 pkts)	2 0
	St. James Balm (829 M	ВL)	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	4 0	2			<pre>\$purt (1037 Reckitt) liquid feed \$.R. (509 Gibbs)</pre>	• •	28	0	3 6
	Salimed (830 Medo) tablets	100			9	0		toothnosto		21	$ \begin{array}{cccccccccccccccccccccccccccccccccccc$	1 11 2 10
		$ \begin{array}{r} 250 \\ 500 \\ 1000 \end{array} $	21 0	ea ea	20 31 60	0 6 0		Stelabid (1153 SKF)	aerosol	27 58	$ \begin{array}{cccccccccccccccccccccccccccccccccccc$	3 8 7 9
	compound	100	10 6	iea	5 15	0 †s1s4A 9 †s1s4A		tablets	$\begin{array}{c} \dots & 30 \\ 250 \end{array}$		0	18 0 †s4B 142 6 †s4B
	Salupres (837 MSD) tablets	250		ea	36 9	0 †s1s4A 0 †s4B	Delete	Stelabid (1153 SKF) Spausules	30 250			••
	Sancos (1098 Saudoz) syrup	2 oz	18 0	4 6	2	•		Stelazine (1153 SKF) Spausules 2 mgm	30	12	0ea	 18 0 †s4B
		dp 4 oz o 2 litre ersons)	$\begin{array}{ccc} 30 & 0 \\ 420 & 0 \end{array}$				Delcte	Stemetil (971 PSMB) ampoules 1·25% 2 mi	250	95 (0ea	142 6 †s4B
	bad cold mixture composition essence	4 oz	18 0 11 0	2 9	2		Delete	Sterathal (1305 WB) sus Streptomycin (147 Boot	spension (s) sulph		nd 16 oz	••
	indian brandee indigestion mixture infants soothing syru		11 0 18 0 11 0	4 6	1 2 1			ampoules 0.75 gm × 1	1·5 mil 6 100		6ca	11 3 TS 180 0 TS
	throat specific vapour rub	• •	14 4 11 0	3 7	2 1			Striatran (837 MSD) tablets 200 mgm	25			10 6 †s4B
	Saville (1105 Saville) (distributors 261 Chr orange blossom pe							Stride (179 BDH) Styx (301 Coty)	100		0ea 5 0ea 0	35 0 †s4B 3 3
	stick	500 110	$\begin{array}{ccc} 24 & 0 \\ 30 & 0 \\ \end{array}$	15 0		0			8004	636	0 310 1	110 0
	"Top-to-Toc" Scholl's (Dr.) (1108 SM	332 334 C)	30 0 45 0		5 7	6	Dele le	G 1	• •	28	6 2 0	;· 3 9
	balm with placenta foot lotion		$\begin{array}{ccc} 120 & 0 \\ 28 & 0 \end{array}$		19 4	6		Suba-Charm Suba-Joy	· ·	35 (46 ($egin{pmatrix} 0 & 2 & 0 \ 0 & 2 & 0 \end{bmatrix}$	4 6 5 11
	met lift supports niet cushion pine bath cubes	pair pair	$\begin{array}{ccc} 60 & 0 \\ 20 & 0 \\ 15 & 0 \end{array}$		7 2 2	6 6 6	:	Suba-Gay Submarine (555 Haffend swimming caps	en)	41 (0 2 0	5 3
	toe prop toe scparators		26 - 0		3	3	Dele te	hairline No 1 penguin floral		30	1 6	3 11
	Scheriproct (1107 SAGI (distributors 973 Pha ointment tubes	rmethica dp 50	ls) 293 0	ea	439	6 TS		Sulmezil V (649 ICl) suspension Sunsilk (509 Gibbs)	2 oz	78 (0	9 9 84BTS
Delete	Seal Fast (1052 Revion) Secret Love (876 MP) a	0216 Il produc	33 0		5		Delele	liquid polythene tube				
	Secret Love Song (876 A perfume talcum	1P) 	$\begin{array}{ccc} 9 & 0 \\ 15 & 0 \end{array}$	$\begin{array}{cc} 4 & 6 \\ 7 & 6 \end{array}$	1 2	6		Super Cryozol (328 CCC) Supersoft (563 Hampshin hand cream		278 8	5 65 3 3 57 0	34 5 1 6
	Secto (333 Cupal) ant killer aerosol	5 oz			3	9		Sure Shield (549 Guest)	•	gross		1 0
	mothproofer	5 oz 5 oz 5 oz	• •		3 3 3	9 9 9		2.2 24 0 1 2 2 4	•	15 0 18 6	$\frac{0}{3} \cdot \cdot \cdot \frac{1}{4} \cdot \frac{7}{2}$	2 3 2 9
	Seleen (2 Abbott) suspension vet	6 oz	6 10		10	3			erine		3	1 9 1 6
	Selora (97 Bayer) powder	16 oz 2 oz	17 0e 29 0	ca	25 3	6		catarrh		$\begin{array}{cccccccccccccccccccccccccccccccccccc$	$2 10 \frac{1}{2}$	1 9 1 9 1 9
	Selsun (2 Abbott)	8 oz	88 0	••	9	9		codeine linctus . Gee's B.P.C		$\begin{array}{ccc} 12 & 6 \\ 11 & 6 \end{array}$	$\frac{3}{3} \cdot \frac{1}{2}$	2 0 1 6
		‡ oz 1 oz 2 oz	3 06 2 06 3 86	ea	4 3 5	6 0 6		Gee's & chlorodyne glyccrine, lemon & l honey, aniseed & fri	honey	$\begin{array}{cccc} 11 & 6 \\ 11 & 6 \\ 11 & 6 \end{array}$		1 6 1 6 1 9
	Seventh Heaven (1105 S	4 oz aville)	6 100			3		menthol et cucalypt menthol et eucalypt	ol	11 6	$2 10\frac{1}{2}$	1 9
		sty) 800 110	$\begin{array}{ccc} 24 & 0 \\ 30 & 0 \end{array}$	$\begin{array}{ccc} 12 & 0 \\ 15 & 0 \end{array}$	4 5	0		pholcodine smoker's cough .		$\begin{array}{cccc} 11 & 6 \\ 12 & 6 \\ 11 & 6 \end{array}$	2 10½	1 6 1 9 1 9
	cocktail shaker	101 332	$\begin{array}{ccc} 22 & 6 \\ 30 & 0 \end{array}$	$\begin{array}{ccc} 11 & 3 \\ 15 & 0 \end{array}$	3 5	9	8	Vox bronchial . Bustacol (972 Pharmax)	•	11 6	$2 \ 10^{\frac{1}{2}}$	1 9
	Seven Wonders (1052 R	334 cvlon) 0408	45 0 75 0	22 6 37 6		6	Q	tablets	. 20 200 20 oz	42 0	lea	†s4A †s4A
	Signal (509 Gibbs) toothpastc		15 10	3 101	2	1		rabloid (208 BW) ergometrine maleate				
	Silvapin (1030 Ravlka) lavender batlı tablets	(5)	23 3½ 14 0	5 8 1 7 0		0		injection 0.5 mgm/1 tablets 0.5 mgm .	mll10 100 . 25			8 6 pls1 65 0 pls1 12 6 pls1
	Sipolite (361 Dearborn)	(0)	10 pkts 27 0	10 pkts 13 6	_	6			$\frac{100}{500}$	$\begin{array}{cc} 346 & 0 \\ 1512 & 0 \end{array}$		43 3 p1s1 189 0 p1s1
	Sister Laura's (1146 SL)						T	Tanfastic (876 MP) .	. tube	21 0	10 6	3 6

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Ring CEN 6565 by 4 p.m. Tuesday for same week, subject to space being available.

1 00	idaily 10, 1201 50		Livi	10	1112	I TEMIST KIND DREGGIST	•
	Taractan (1074 Roche)					jar 19 2 9 7 3 3	
	ampoules 30 mgm 6	74 0			3	skin food 12 0 6 0 2 0	
	tablets 5 mgm 50	43 4ea 44 0		65 5	6	Velpuff (379 Dixor) eream powder refill 9 0 4 6 1 6	
	250	14 8ea			0	Veno's (104 BP)	
	15 mgm 50 250	90 0 30 0ea		11 45	3	cough mixture 31 2 7 9½ 4 0 Venules (97 Bayer)	
	50 mgm 50 250	18 10ea		28 112	3 6	automatic syringe plain 16 6 1 10	
	T.B.P. (174 BA)		• •	112	0	oxalate 22 6 2 6 p2 Wintrobe 22 6 2 6 p2	
	hair and scalp treatment Tenuate (838 MN)	22 6	5 7½	2 1	l 1⅓	Vert et Blanc (236 Carven) perfume flacon de voyage	
	tablets 30	72 0		9	0	6046 52 6ea 26 3ea 105 0	
	100 500	212 0 84 8ea	• • •	26 127	6	Vetidrex (262 CIBA) injection vial 10 mils 1 16 9ea 21 0 VSO	
	Terra-Cortril (969 Pfizer)					5 80 4ea 100 6 VSO	
	spray 1 oz Tersavid (1074 Roche)	174 0	• • •	21	9 TS	tablets 25 11 0ea 13 9 VSO 100 41 8ea 52 3 VSO	
	tablets 50 mgm 50	88 0		11	0	Vetiver (236 Carven)	
	Tetanus toxoid (938 PD)	28 0ea	• •	42	0	Cologne 2 oz	
	ampoules $\frac{1}{2}$ mil $\times 3$	36 0		4	6	Viacutan (1305 WB)	
Delete	vlal 5 mils Theominal (97 Bayer) tablets 50	76 0	• •	9	6	tulle 5 in × 5 yd hp 264 0 66 0 38 6 Vibacticide (1276 Vibac)	
	5000					fowl disinfectant 1 qt 25 0	
	Thrive (1037 Reckitt) fertlliser 1 lb	16 0		2	0	5 gal 400 0 Vigdor (299 CV)	
	3 lb 7 lb	36 0 56 0			6	after shave lotion 9½ oz 80 0 39 0 13 6	
	14 lb	88 0		11	0	bath oil capsules "Brolly" pack 25 6 12 5 4 3	
	28 lb 56 lb	$\begin{array}{cccccccccccccccccccccccccccccccccccc$			6	"Fairy Wand" 20 0 9 9 3 4 bubble bath essence	
	Thru (1053 Rexall)					"Pink Champagne"sachet 6 10 1 8 1 0	
	jel 2 oz liquid 2 oz	$\begin{array}{cccccccccccccccccccccccccccccccccccc$			9 p1 9 p1	2-3 bath 17 0 4 2 2 6 6 bath 32 6 7 11 4 9	
	5 oz	66 0		8	0 p1	18 bath 65 6 16 0 9 6	
	Toddilox (563 Hampshire) Toddlers' (122 Bickiepegs)	17 0	8 5	2	9	Devon Violet perfunie ½ oz 32 0 15 7 5 6 eau de Cologne or lavender	
	crusts	16 6		1.1	0	water 8 oz 14 0 6 9 2 4	
	Tokalon (1240 Tokalon) (distributors 327 WC)					decanter 26 oz 66 6 32 5 11 0 export Cologne or lavender water	
	cleansing cream jar	$\begin{array}{cc} 7 & 6 \\ 12 & 0 \end{array}$	$\begin{array}{ccc} 3 & 9 \\ 6 & 0 \end{array}$		3	"Champagne" 4 oz 42 0 20 6 7 0 "Raffia Net"	
		22 6	11 3	3	9	eau de Cologne 12 oz 42 0 20 6 7 0	
	face powder large rose skinfood jar	$\begin{array}{ccc} 15 & 0 \\ 9 & 0 \end{array}$	7 6 4 6		6	"Winchester" eau de Cologne 20 oz 42 0 20 6 7 0	
	1000 011111000 11 11 101	15 0	7 6	2	6	40 oz 80 0 39 0 13 3	
	vanishing cream jar	$\begin{array}{ccc} 30 & 0 \\ 9 & 0 \end{array}$	$\begin{array}{ccc} 15 & 0 \\ 4 & 6 \end{array}$		0 6	taleum powder drum 10 oz 14 0 6 9 2 4	
	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	15 0	7 6	2	6	Vioform (262 CIBA) veterinary hydroeortisone salve 4 2ea 5 3 TSVS	0
	Tonrinz (563 Hampshire)	$\begin{array}{ccc} 30 & 0 \\ 44 & 9 \end{array}$	$\begin{array}{ccc} 15 & 0 \\ 22 & 1 \end{array}$		0 7	scour paste 2 oz 7 8ea 9 9	
		gross	gross			tablets 30 4 3ea 5 4½ 200 23 9ea 29 9	
	Trescatyl (971 PSMB) powder 2 gm	80 0	20 0	11	8	Vionate (1176 Squibb) 1 lb 3 8ea 5 6	
	tablets 250 mgm 50 Tri-Adcortyl (1176 Squib)	43 4ea	10 10ea	75 1	0	10 lb 80 0ea 120 0	
	ointment 5 gm	7 3ea			0½ TS	50 lb 333 4ca 500 0 Delete Vita-Glow (299 CV)	
	Triominic (1303 Wander)	18 6ea	• •	27	9 TS	Waking Beauty (1052 Revion)	
	tablets 25	60 0		7	6 p1s7	0919 75 0 37 6 12 6 Walk Strates (1108 SMC) pair 30 0 1 6 3 11	
	Triotussic (1303 Wander) suspension 4 oz	60 0	15 0	8	9 †87	Wellcome (208 BW)	
	20 oz	256 0	64 0		4 †s7	ergometrine maleate	
	Trufood (1249 Trufood) j unior foods jar	$\begin{array}{cccccccccccccccccccccccccccccccccccc$		1	3	0.5 mgm in 1 mil 10 68 0 8 6 p1s1 100 520 0 65 0 p1s1	
Delete	Trugel (634 GH) Tusana (147 Boots) 20 oz and 86		8 8	2 1	0	tetanus toxoid 0.5 mil 3 36 0 4 6	
1761666	Tutu (1105 Saville)	0 02				vial 5 mils 76 0 9 6	
	(distributors 261 Christy) perfume 900	24 0	12 0	4	0	Delete 10 mils Delete calcium borogluconate solution	
	stick 110	30 0	15 0	5	0	20% vet. 400 cc	
	cocktail shaker 101 332	$\begin{array}{ccc} 22 & 6 \\ 30 & 0 \end{array}$	$\begin{array}{ccc} 11 & 3 \\ 15 & 0 \end{array}$		9 0	Wernets Dr. (1178 Stafford)	
	334	45 0	22 6	7	6	(distributors 451 F&J) denture powder 26 0 3 3	
	Tyrimide (1153 SKF) tablets 5 mgm 30	92 6		11	7	Wescodyne (115 Bengue)	
	U.R.A. (912 O)	57 10ea	• •	86	9	germiclde 16 oz 192 0 80 oz 720 0	
	ointment 1 oz	21 6	5 4	3	0	Winslow's, Mrs. (261 Christy)	
	Valderma (343 DH) tube large	30 71		3	6	syrup 20 7 5 2 3 0 Wright's (1351 WLU)	
	Val-Pak (343 DH)					shampoo liquid soapless 18 8 4 8 2 6	
	vandid (1061 Riker)	14 6	7 3	2	3	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	
Delete	Infusion 540 mils Vanese (1268 VP) antigastric mi	25 4ea	• •	38	0	Yardley (1355 Yardley) after shave lotion2058 36 0 18 0 6 0	
Detete	Vanquin (938 PD)	хице				2059 63 0 31 6 10 6	
	suspension 1 oz 16 oz	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	• •		0 0	astringent lotion1430 36 0 18 0 6 0 brilliantine solid1639 21 0 10 6 3 6	
	Vaseline (256 CPL)	120 0	• •	30		1641 27 0 13 6 4 6	
	petroleum jelly yellow dp 7 lb	150 0				spirit1637 30 0 15 0 5 0 complexion milk1419 36 0 18 0 6 0	
	wblte dp 7 lb	192 0				dryskin cleansing cream	
	halr cream dispenser refill	55 10 24 4	$\begin{array}{ccc} 27 & 11 \\ 12 & 2 \end{array}$	8 3 1		1413J 33 0 16 6 5 6 1413L 54 0 27 0 9 0	
	V-Cil-K (413 Lilly)	3 10ea				English complexion cream	
	syrup 30 mils 60 mils	6 4ea			9 TS 6 TS	1414L 54 0 27 0 9 0	
	V-Cil-K Sulpha (413 Lilly) suspension 60 mils	4 8ea			0 †s4BTS	feather foundation1516 33 0 16 6 5 6 foundation cream1410 33 0 16 6 5 6	
	Vecortenol (262 CIBA)					hair oil	
	lnjection 100 mgm 4 mils 250 mgm 10 mils	12 11ea 30 0ea			1 TSVPO 6 TSVPO	hand cream1415 27 0 13 6 4 6 lavender perfume7282 40 0 20 0 6 8	
Delet	Vegolyscn (971PSMB)					7283 58 0 29 0 9 8	
Delete	solution 10% 1 mil 10 Velouty (379 Dixor)	••	••	• •		$\begin{array}{cccccccccccccccccccccccccccccccccccc$	
	beauty foundation cleansing cream	$\begin{array}{ccc} 12 & 0 \\ 12 & 0 \end{array}$	$\begin{array}{ccc} 6 & 0 \\ 6 & 0 \end{array}$		0 0	bath dusting powder 1709 72 0 36 0 12 0 quick change refill 68 27 0 13 6 4 6	
	foundation cream	12 0	6 0	2	0	llquefying cleansing cream	
	powder cream tube	$\begin{array}{cc} 8 & 0 \\ 13 & 2 \end{array}$	$\begin{array}{ccc} 4 & 0 \\ 6 & 7 \end{array}$	1 4	4 3	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	
			~ 1	-		111mm 01 0 m1 0 0 0	

pre-electric shaving	lotion							
_	2022	42	0	21	-0	7	0	
skin freshener	1418	36	0	18	-0	6	0	
talcum	7208	27	0	13	6	4	6	
	1708	45	0	22	6	7		
talcum invisible	2008	33	0	$\frac{-16}{16}$	6	5	6	
shower	2009	36	Ŏ	18	ŏ	6	ō	
shower teuder skin lotion	2158	39		19	6	6	6	
violet hair oil vitamin skin food	1934	24	ŏ	12	ŏ	4	ō	
vitamin skin food	1411J	39	ŏ	19	6	6	6	
	1411L	57	ŏ	28	6	9	6	
Youthexa (63 Arnold)	11111	0.	· ·	20	0	•	٠	
after-hair lotion		44	0	22	0	7	4	
		66	ŏ	33	0	- 11	0	
anti-grease scalp pag	·k	44	ŏ	22	ő	7	4	
ann-grease searly par	/ K	66	ő	33	0	- 11	Ö	
astringent cream		44	ñ	22	ñ	7	4	
astringent cream		66	0	33	ŏ	- 11	0	
blackhead remover o	n+6+	66	0	33	0	- 11	ő	
alounging aroam	ou till t	44	0	22	0	7	4	
cleansing cream		66	0	33	0	11	0	
onger hair tint			ŏ				4	
easy hair tint		38		19	0	6		
halr grokair tinting crayon remover stick		44	0	22	0	7	4	
unung crayon		38	0	19	0	6	4	
remover suck		29	0	14	6	4	10	
3 3 5 . 3		44	0	22	0	7	4	
hand balm		44	0	22	0	7	4	
		66	0	33	0	11	0	
hand cream		44	0	22	0	7	4	
		66	0	33	0	11	0	
powderstone hair era	aser	66	0	33	0	11	0	
skin food cream		44	0	22	0	7	4	
		66	0	33	0	11	0	
tonic clay pack		44	0	22	0	7	4	
		66	0	33	0	11	0	
tonic eyelash cream		38	0	19	0	6	4	
wrlnkle cream		44	0	22	0	7	4	
		66	0	33	0	11	0	
Zap (1070 Windsor) pumice soap								
pumice soap	3000	55	6				6	
		gro	SS					
Zarontin (938 PD)								
capsules 0.25 gm	50	14	0ea			21	0	
	500		8ea			. = :	ō	
Zynotracin (378 DCBL)			200				-	
		5	6ea			8	3	TS
ointment 5 gm 15 gm		15	0ea			22	6	ŤŠ
10 8.11		20	000					10

AMENDMENTS TO KEY TO SUPPLIERS:

AMENDMENTS TO KEY TO SUPPLIERS:

(154B) = BOEHRINGER INGELHEIM. (DIVISION OF PFIZER, LTD.),
137 Sandgate Road, Folkestone, Kent. Folkestone 51961
(292 C) = CONTINENTAL LABORATORIES, LTD., 85 Church Road,
Hove, Sussex. Hove 70599.
(371 Destrol) = DESTROL, LTD., 64 Cannon Street, London. E.C.4.
(461 FL) = FIBRENYLE, LTD., Skylon House, Park Royal Road, London,
N.W.10. Elgar 6006.
(483 Fryer) = FRYER & CO. (NELSON), LTD., Victory Factories, Nelson,
Lancs. Nelson 64311.
(506 Gerhardt) = GERHARDT-PENICK & CO., LTD., Thornton Laboratories, Purley Way, Croydon, Surrey. Thornton Heath 4266.
(580 Havinden) = G. HAVINDEN, LTD., 61 Lilford Road, London, S.E.5.
Brixton 8762.

Delete (604 Hewlett) = C. J. HEWLETT & SON, LTD.
(604 AH) = ASTRA-HEWLETT, LTD.
(816 Mayborn) = MAYBORN PRODUCTS, LTD., 139 Sydenham Road,
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(834 ML) = MILES LABORATORIES, LTD., Stoke Court, Stoke Poges,
Bucks. Farnham Commou 1280.
(1017 PO) = PULLIN OPTICAL CO., LTD., Ellis House, Aintree Road,
Perivale, Middlesex. Alperton 1541
(1047 Rentokil) = RENTOKIL PRODUCTS, LTD., School Lanc, Fetcham,
Surrey. Leatherhead 4021.
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(1379 DT) = DAVID TAYLOR & SON, LTD., Taylor House, 52 Southwark
Street, London, S.E.1. Hop 4499.

THIS WEEK'S CHANGES

NEW and altered entries notified for the first time. A=Advanced, R=Reduced, Entries new this week are marked thus:-

	Entitles hew this week are		u I I C C		43.	_	
	Ayrton (78 AS&Co)						
	fairyspun leg tan	14	0	7	0	2	9
Ĭ.	face cloths 301	21	0			2	6
\overline{A}		7	6	1	$10\frac{1}{2}$	- 1	0
		15	0		9	2	0
		32	Ŏ	- 8		1 2 4	0
	ex large	64	ŏ	16		•	_
	Breck (1169 GS&S)	0.1	0	10	0		
	shampoo sachet	7	0	1	9	- 1	0
	Carnate (365 Demuth) nail polish	- 1	U	1	U		•
	Carnate (365 Demuth)						
	(distributors 261 Christy)	24	0	12	0		
	nail polish—conditioner	24	U	12	U	4	0
	Cirotyl (938 PD) all sizes						
•	Cirotyl (938 PD)						
	suspension 4 oz		0		-6		
	S0 oz	36	0ea	9	0ea	63	0
	Conovid (1121 Searle)						
	tablets 5 mgm 20	15	беа			23	3 1

	Cuccomo (909) (!					-		
	Cussons (338 Cussons) luxury soaps	10						
	"Four Diamonds" 2084 "Hungarian Rhapsody"	19	0	4		2	6	
	2160 "Rhapsody in Black" 2164	23	0	5	. *	3	0	
	"Rhapsody in Blue" 2162	$\frac{23}{23}$	$\frac{0}{0}$	5 5		- 3	0	
4	elastic first aid dressings	8	6			1	0	
	cabinets No. 1 No. 2	$\frac{8}{8}$				11 11	3	
	No. 3 refills	7 6	3ea 3ea			10 8	9	
	surgery cabinet No. 135 first aid dressings	9	3ea			13	0	
	assorted No. 149 gross $1\frac{1}{2} \times \frac{3}{4}$ in	7 5	6ea 6ea			10 7	6 8	
	2½ ×¾ iu 3 ×¾ in	$\frac{8}{10}$	3ea 0ea			11 14	6	
	waterproof strip dressings $1\frac{1}{2}$ in $\times 1$ yd	20	0			2	4	
	2 in ×1 yd 2½ in ×1 yd	$\frac{24}{27}$	3				10	
•	3 in ×1 yd Enavid (1121 Searle)	32	3			3	9	
	tablets 5 mgm 20 50	$\frac{15}{35}$	6ea 0ea			23 52		†s41 †s41
	$\begin{array}{ccc} & 250 \\ 10 \text{ mgm} & \dots & 20 \end{array}$	162 31	0ea 0ea			243	0	†s4F †s4F
	50 250		10ea 3ea			104	9	†s4E
A	Evan Williams (437 EW)	9	0	4	6	1	6	1041
A		15	ő	7	6	2	6	
	pastilles	$\frac{15}{21}$	0	3 5	9	2 2	0	n.1
	large Gem (365 Demuth)	30	9	7	6	4	10	р1 р1
	dry shampoo	18	10	4	81/2	2	9	
4	capsules 30 Guy's (484 Fulford)	11	4ea	2	10ea	19	10	
- 11	pastilles	22	8	5	8	3	0	
	Hosone (413 Lilly)	22	8	5	8	3	0	mo.
	tablets, 125 mgm1000 5000 bulk per 1000	408 400	4ea 4ea			612		TS TS
•	250 mgm1000 5000 bulk per 1000	$\frac{796}{780}$	6ea 0ea			194 170		$\frac{TS}{TS}$
9	Hotycin (413 Lilly) tablets, 100 mgm1000	363	6ea			545		TS
0	5000 bulk per 1000 250 mgm 1000	$\frac{356}{796}$	0ea 6ea			534 194	9	$^{\mathrm{TS}}_{\mathrm{TS}}$
0	Kleinerts (706 Kleinerts)	780	0ea		1	170	0	TS
•	Viking swim caps Pompadour 3021	383	0	19	$2\frac{1}{2}$	49	6	
.4	Kutnow's (484 Fulford) Luxan (782 Luxan)	32	()	8	0	4	3	
	sanitary towels golden size 1 6	12	0			1	4	
	size $2 6$	$\frac{22}{14}$	6 3			2 1	6 7	
	size 3 12	$\frac{27}{31}$	0 6			3 3	6	
	maternity 10 popular size 1 6		6 5			1	10 1	
	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	12	$\begin{array}{ccc} 0 & \dots \\ 10 & \dots \end{array}$			2 1	1	
A	Optone (690 Keldon)	24	0			2	6	
.4	eye drops Optrex (690 Keldon)	30	0	7	6	4	0	
	small large	$\frac{21}{30}$	$\frac{4}{0}$	$-\frac{5}{7}$	$\frac{4}{6}$	2 4	10	
Delete								
٦ŧ	Peps (434 Fulford) tube	9	5	2	41	1	3	
	Philishave (977 PE)	17	0	4	3	2	3	
•	battery model7930 Pomp (365 Demuth)	856	0 2	254	0	112	6	
R = A	moth proofer aerosol 12 oz Quants (690 Keldon)	54	0		• •	6	0	
	witch hazel Sanilav (671 Jeyes)	13	8	3	5	2	0	
•	plastic pack Suba-Seaf (479 WF)	24	8		• •	2	9	
•	feeding bottle, polythene					1	3	
	8 oz		• •		• •	i	6	
•	Swift (581 Haynor) battery shaver	36	3ea	8	10ea	58	10	
A	Ven-Yusa (484 Fulford)	19	0	9	6	3	0	
4	Zam-Buk (484 Fulford) cream	24	8	6	2	3	3	
	ointment	10 15	0	3	6 9	1 2	4 0	
		$\frac{36}{61}$	0 8		0 5	4 8	9	
4	suppositories Zamcones (484 Fulford)	18 28		4 7		2		
-1						_		
(782]	AMENDMENTS TO, KI Luxan) <u>Luxan</u> , Ltd., Luxa							dhan
L	ancs. Main 6421.		, ,			,		

s4B



Internal protection and all about it

- Confidence that's the monthly blessing of internal protection. Tampons like Lil-lets give reliable absorb-ency just where it's needed... in place quite naturally by your own shape. You feel sure of yourself right from the start.
- · Such a sense of comfort! You honestly feel as relaxed, comfortable as any other day; no chafing, no rubbing, no awkward bulkiness of pads and pins. Lil-lets fit inside — so snugly you can't feel a thing.
- Simplicity itself...that's how easy you find Lil-lets. Each Lil-lets tampon just eases into place in seconds. There, the unique, rounded design of Lil-lets expands uniformly to fit your own shape . . . so it does not slip...gives the complete protection you can really rely on.
- You're free of outline worries, too. With Lil-lets there's no longer the risk of awkward emharrassing bulges. Straight skirts, narrow trousers look as impeccably smart as
- From the medical point of view, internal protection is cleaner, more hygienic. It's generally approved by doctors and nurses everywhere. And

the design of the Lil-lets tampon has been thoroughly tested under the expert guidance of gynaecologists.

- Stay your own sweet self... You see, odour only arises on contact with the air and Lil-lets fit where air doesn't reach. So you stay confident and fresh throughout.
- Disposal problems solved for ever! Used tampons just flush away first time. And Lil-lets go one better: they have no applicator to get rid of. So there's no problem at all with Lil-lets, even away from home.
- · With Lil-lets, bathing's no longer out of bounds. Such a blessing in summer for those active holiday days. Yes, you can swim if you want to, play games, he as active as you like always
- Lil-lets packs are so handy to carry: to tampons in the handbag size, 20 in the pocket size. You can even carry individually - wrapped tampons in your purse. In two absorb-encies: Lil-lets Normal and Lil-lets Plus.
- Lilia-White-the makers of Dr. White's, Lilia and Southall towels - make Lil-lets too. That's why they're so good. That's why more and more women are discovering the wonderful freedom and comfort they give.

for a FREE SAMPLE and FREE BOOKLET (in plain envelope) Write now to Sister Marion, Dept. C, Lilia-White (Sales) Ltd. Lilia-White (Sales) Ltd. Garden City, Hersy Garden City, Hersy

ANOTHER (SIN) PRODUCT







ANOTHER (S&N)



PRODUCT

NOT A WORRY IN THE WORLD!

Internal protection the reasons why

- There's a wonderful sense of freedom to be won just hy changing to internal protec-tion. Why? Because internal tampons like Lil-lets are worn just inside your body—so each one gives perfect, reliable absorbency where it's most effective.
- · 'Can't feel a thing'-that's the happy verdict of regular tampon-users. There are none of the embarrassing discom-forts of external protection, No chafing, no hulkiness, no more pads. You're free of that 'time of the month' feeling for good.
- Smooth, sleek you—not a tell-tale hulge in sight. Lil-lets are quite invisible once they're in place. Wear clinging dresses, slinky pants . . . your poise, your outline is impeccable.
- Such an easy habit! Each Lil-let tampon eases into place quite effortlessly in a matter of seconds. Once there, it expands gently and uniformly to he held in position quite naturally hy your own shape. It does not slip, and, of course, it just can't 'get lost' or 'go wrong'.
- Not a trace of odour ever again. Odour only arises on contact with the air. So naturally Lil-lets avoid this com-pletely. You stay as fresh and confident as ever.
- · No disposal worries any you're doubly lucky with Lil-lets. They flush away first time . . . and there's applicator to get rid of. Your secret's your own—even away from home.

NORMAL 10 for 1 9 PLUS 10 for 2 -BY LILIA-WHUTE





- Take the plunge: change to internal protection and you can swim any day of the month if you want to. Yes, with Lil-lets you can take a shower, enjoy your bath, do away with that 'off days' feeling enurely.
- Doctors and nurses genuinely approve the use of Lil-lets they're so much cleaner, more hygienic. And their design has been extensively tested under the guidance of expert gynæcologists.
- Convenient pocket-size pack
 —no higger than a packet of cigarettes—that's a box of to Lil-lets. In 2 absorbencies Lil-lets Normal and Lil-lets Plus. The individual tampons are separately wrapped to go easily into pocket or purse.
- Lil-lets are made by Lilia-White who make all the Dr. White's, Lilia and Southall towels, And they thoroughly recommend the modern-style protection of Lil - lets for women of all ages. They know what a difference it can make.

for a FRFF SAMPIT and FRFF BOOKLI F (in plan cuvelope) Write naze to Sitter Morion, Dept. X, Lilia-White (Sales) Lid. Bessemer Road, Weltzyn Garden City, Herts.

ANOTHER (S.N PRODUCT

REMINDER!

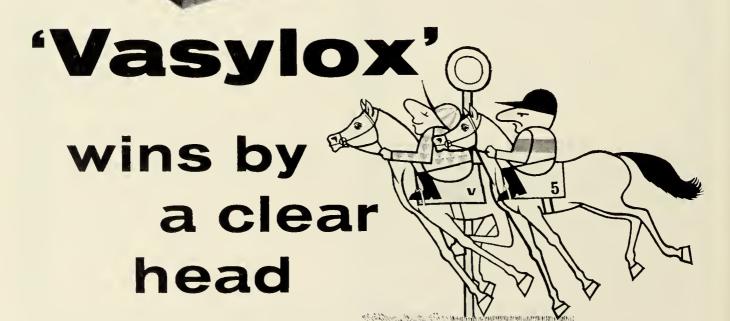
the 'Vasylox' bonus offer closes soon

You have until 28th February to place your orders for 'Vasylox' brand Drops or 'Vasylox' brand Spray.

REMEMBER

13 to the dozen on orders of three or more complete dozens. (Drops or Spray or both).

'Vasylox' is in great demand during the season of colds and catarrh, for it clears nasal congestion quickly, safely, and without causing secondary engorgement. Be sure to place your orders while the bonus offer is still open, and prove for yourself that





nasal spray

More rapid clinical results with **BROXII**REGO. TRADE MARK the high-peak penicillin



Quickly absorbed from the gastro-intestinal tract, Broxil produces peak serum concentrations, higher than can be obtained with any other penicillin, within ½ to 1 hour.

Clinical results are as successful as they are rapid.

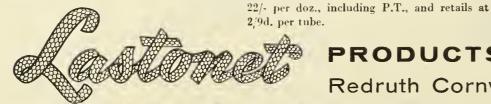
Broxil is available in both Tablet and Syrup form.

Broxil is a product of British Research at

BEECHAM RESEARCH Laboratories Ltd., BRENTFORD, ENGLAND

aNEW





PRODUCTS LTD

Redruth Cornwall

Dr. Wernet's Powder - the biggest selling Denture Fixative in the country

eounter (supplied with every dozen) and get YOUR share of this rapidly increasing business. ORDER NOW. Lastonct Cream costs you



The biggest advertising campaign ever for Dr. Wernet's has just commenced. For profit's sake keep your stocks ready to meet the increasing demand. In three sizes 1/9, 3/3 and economy size 5/3.

Please order through your usual wholesaler.

Manufactured by

STAFFORD-MILLER LTD Hatfield, Herts.



...MEANS BIG PROFITS FOR YOU IN EXCITING NIVEA MINK WEEK

FEBRUARY 27 to MARCH 4

The most exciting promotion ever created to increase your sales!

GIVING AWAY FREE MINK TIES—Nivea Girls will be all over the place—little villages and big cities—and they'll be stopping your customers in the street asking to see an unused, 2/6 tin of Nivea from their handbags or shopping baskets. After your customer shows her tin of Nivea and answers one question, she'll win an 11 guinea mink tie. EIGHT HUNDRED ties will be given away free—so make sure your customers buy their Nivea from you and tell them about exciting MINK WEEK. Display Nivea!

GIVING AWAY CASH VOUCHERS—The Nivea Girls will give 6d. vouchers to some of the women unable to show a new tin of Nivea. A 6d. off voucher for Nivea to send them to you to buy it. Display Nivea!

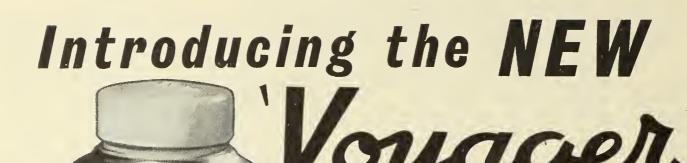
AND FOR RETAILERS

£5 vouchers if the Nivea Girl spots a good mink week display when she comes into your shop. £5! Redcemable for Smith & Nephew products, or may be credited to your account. The display material consists of a colourful window bill to pull the customers in, and an eye-catching, easy-to-assemble tumble display to speed Nivea into the shopping baskets. As soon as your

display material arrives—put it on your counter and in your window—and watch the excitement! There's never been anything like it before! And you're in on it too, personally, because your display can mean £5 to you!

This offer applies to the United Kingdom only





VACUUM FLASK



16 Fl. oz. (STANDARD SIZE) SELLING PRICE 7/8d INCL. P.T. 8 Fl. oz. (SQUAT SIZE) SELLING PRICE 6/11d INCL. P.T.

LEAKPROOF SCREW STOPPER with the

quick action drip free lip

LUSTRE COLOURS



VOYAGER AND WAYFARER FLASKS

ARE APPROVED BY

THE COUNCIL OF INDUSTRIAL DESIGN

BONUS PACK

SPECIAL INTRODUCTORY OFFER EXTRA PROFITS!

STANDARD PRICE TO RETAILERS = £5.4.0 + P. Tax

Voyager

LESS 5% BONUS

ACTUAL BONUS PRICE TO RETAILERS = £4.18.9 + P. Tax THE BONUS PACK CONTAINS THIS IDEAL SELECTION OF ACME FLASKS

5 - 16 fl. oz.	"Voyagers"	retail	trade	price	57/-	per	doz.	+	P.T
	,,			•		,	,,		
8-16 ,, ,,	"Ramblers"	11	,,	,,	46/6d	11	,,	,,	,,
I - 36 ,, ,,	**	11	**	,,	P01/18	,,	2.1	11	,,
4-16 ,, ,,	"Wayfarers"	* *	**	,,	54/4d	,,	,,	,,	11
I - 36 ,, ,,	19	11	,,	,,	90/1d	11	11	11	2.9

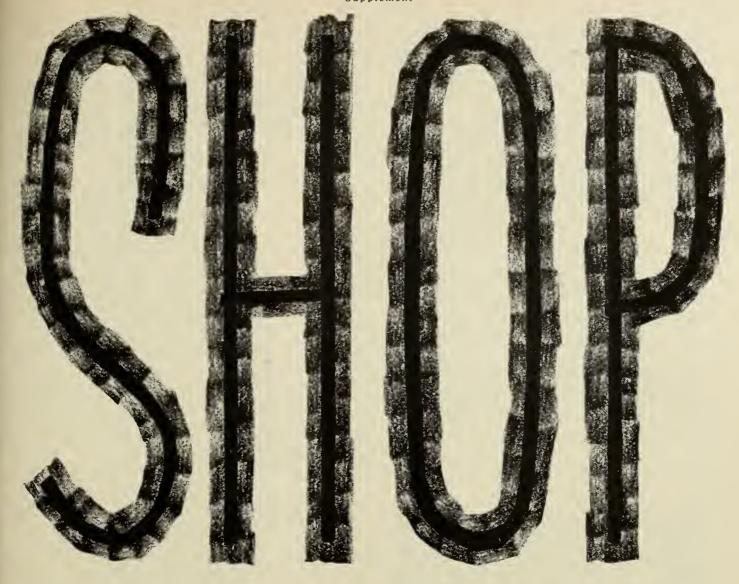
SEND THIS COUPON TO

ACME VACUUM FLASK CO LTD

PHOENIX WORKS, BRIDGEND, GLAM.

YOUR NAME & ADDRESS
parameter = - verificación continuativa antique medicalismente de la continuativa de la c
YOUR WHOLESALERS NAME
NI CRARCELS BACKI

ACME VACUUM FLASK CO. LTD., PHOENIX WORKS, BRIDGEND, GLAM.



Shop early this year for your Bu-to because there are only 27 more shopping days to the first day of spring (tra-la!) and Bu-to advertising is starting NOW in February.

Next month we shall FILL this page with the names of the magazines in which we shall advertise.

PROSE SCENTED

DIL-TO

REGD.

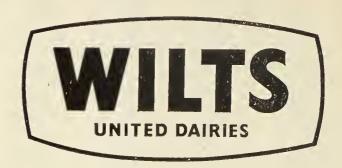
SPAIR REMOVER Shop from your WHOLESALER, of course

BIOMETICA LTD · BOREHAMWOOD · HERTS



Shades
IVORY NATURAL PEACH SUNGOLD
OCHRE APRICOT and RACHEL
TUBES No. 2 No. 3
TRADE 8/- doz. 13/2 doz. RETAIL 1/4 each 2/3 each
JARS: TRADE 19/2 doz. RETAIL 3/3 each.





ANNOUNCEMENT





The Nutrition Department of Wilts United Dairies Ltd. proudly announce that they have been appointed sole distributors in the U.K. for the *Lactobacillus acidophilus* preparations developed by the Biologicals Division of Aplin & Barrett Ltd.

These preparations, ENPAC and UNIFLOR, already enjoy the confidence of many doctors, and it is the intention of Wilts United Dairies to encourage much wider interest by a vigorous promotional eampaign, coupled with a reduction in selling prices.

Please address all orders and enquiries to:

WILTS UNITED DAIRIES LIMITED

WILTS

NUTRITION DEPT.
TROWBRIDGE



Vew Reduced prices

BOILABLE FEEDING BOTTLE

in unbreakable polythene

YOU CAN BOIL IT -YOU CAN'T BREAK IT!

It's the baby-feeding bottle mothers have been waiting for . . . the bottle which will meet with an enthusiastic reception and sure demand from mothers everywhere, including those among your customers.

Retail 8 oz. 1/6 4 oz. 1/3

This highly practical bottle is the latest addition to a wide range of well-designed, well-made Suba-Seal Natural nursery products, including.

- STAYWARM BABYFEEDER keeps feed warm up to 4
- MINI-FEEDER for giving medicine or syrup to babies SUBA-SEAL NATURAL HEAT MOULDED AND LATEX FEEDING BOTTLE TEATS SOOTHERS AND TEETHING TRAINERS SUBA-LUXE COVERED WATER BOTTLE covered
- ocelot fabric, for pram or cot.

*NOW-more competitive than ever ... even when compared with glass!

Manufactured by

WILLIAM FREEMAN & CO. LTD., SUBA-SEAL WORKS, STAINCROSS, BARNSLEY, YORKS. Tel: 4081

A high profit note for you with...

33½%

Racapan Sanitary Block 1/9
Air Freshener & Moth Block 1/3
Air Freshener Container 2/9
Racalav Toilet Tablet 9d
Racalet Lavender Tablet 9d
Racalet Plastic Container 1/6
Racasan Channel Block 1/3
Fly Killer Aerosol 3/9 and 6/9
Air Freshener Aerosol 3/9
Mothproofer Aerosol 3/9
Spot Remover Aerosol 3/9
'Space' Room Sanitiser 4/6

25%

plus quantity terms

PLUS RACISANI RACISANI RACISANI BONUS JANUARY 1st APRIL 10th

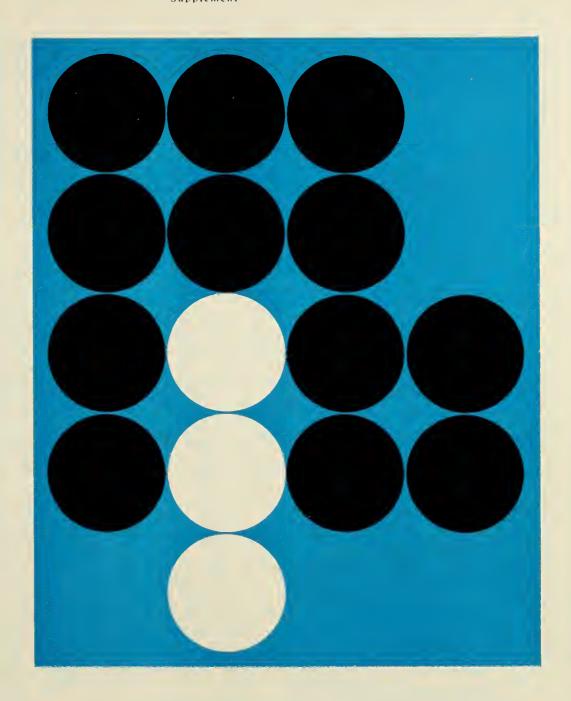


on 3 dozen

on 6 dozen

on 1 gross or more





Desogen® Geigy 88% bonus offer

Your winter requirements of Desogen lozenges

Parcel A. 90 for 72 B. 58 for 48 C. 28 for 24

Outlay £ 6. 0. 0. £4. 0. 0. £2. 0. 0.

Return £11. 5. 0. £7. 5. 0. £3. 10. 0.

Profit £ 5. 5. 0. £3. 5. 0. £1. 10. 0.

Bonus terms available only to the Retail Pharmacist through your local Mr. Geigy and direct from Wythenshawe

PH.167

antiseptic throat lozenges

- 1. The ethical lozenge for your professional recommendation
- 2. Attractive pack for effective display
- 3. Competitive price 2/6d. for 24 lozenges
- 4. High profit 88% on parcel "A"

Each lozenge contains:

0.5 mg of (Dodecanoyl-N'-methyl-aminoethyl)-(phenyl-carbamyl-methyl)-dimethylammonium chloride

Geigy Pharmaceutical Company Ltd. Wythenshawe, Manchester, 23

ROSE · KIA - ORA's



GREAT SPRING PROMOTION!

From Now till April 29th you'll get



12 FREE BOTTLES OF KIA-ORA SUNCRUSH ORANGE WITH EVERY SIX-DOZEN ORDER FOR SUNCRUSH

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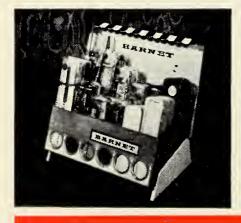
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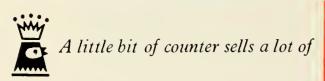








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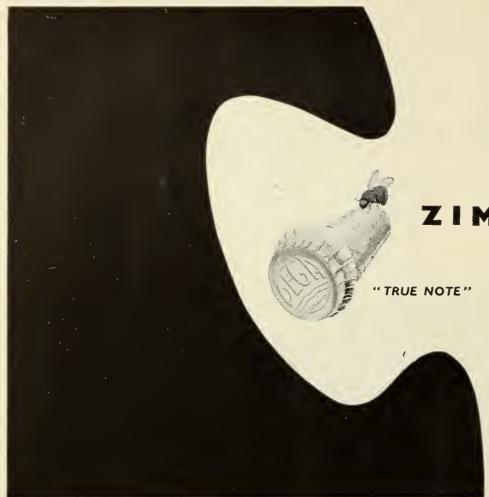
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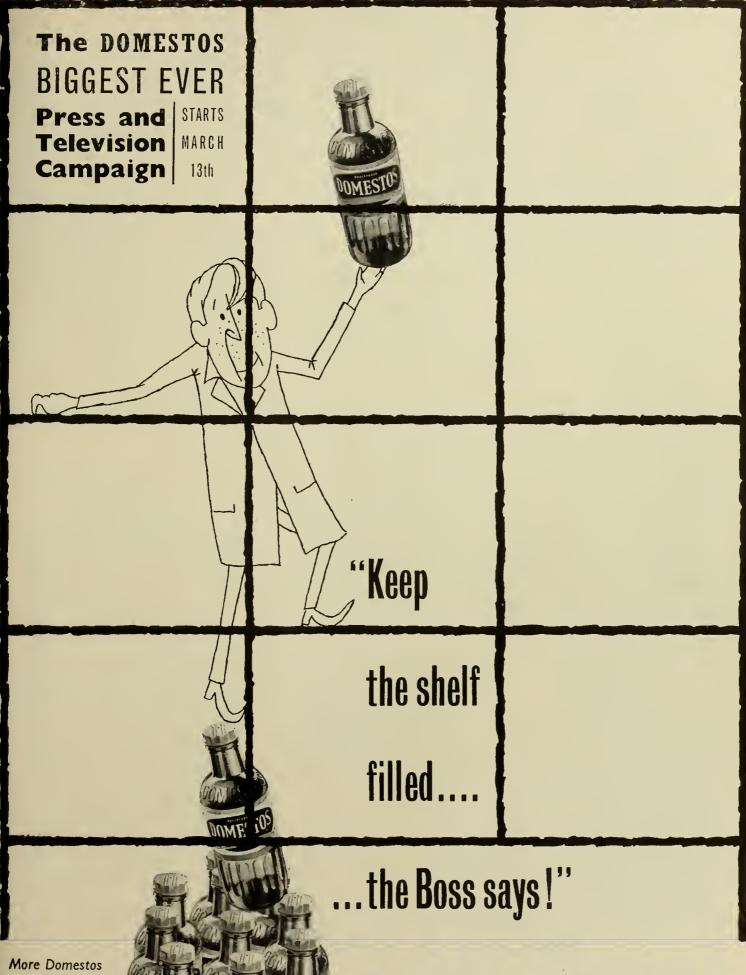
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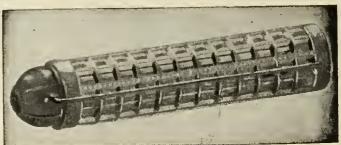
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Reproduction of an engraving in Weddell's "Histoire naturelle des Quinquinas," 1849. Bark-peeling in the Forests of Carabaya in Peru (the Valley of San Juan del Oro). One of the cascarilleros, or barkers, is engaged in barking a felled stem; two others are piling the bark in square heaps to flatten and dry it; while a fourth is seen in the distance carrying a load of the dried material on his back to the camp.

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